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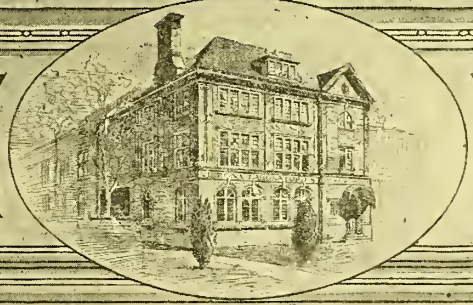

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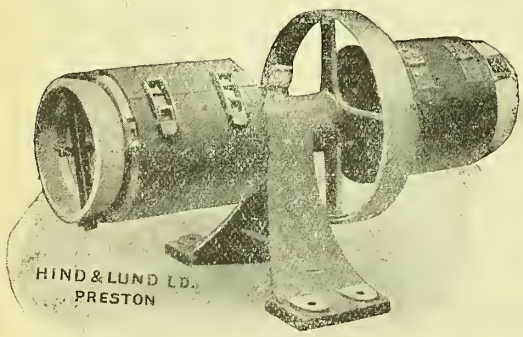

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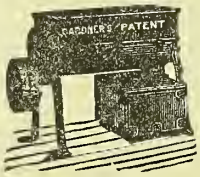

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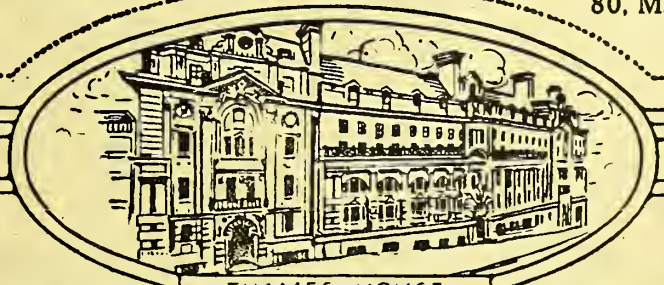
Acetyl Salicylic Acid
Amidopyrin
Barbitone
Benzoic Acid
Benzoate of Soda
Benzamine Hydrochlor
Beta Naphthol
Bromide of Ammonium
Bromide of Potassium
Bromide of Sodium
Chloral Hydrate
Cinchonine and Salts
Cinchonidine and Salts
Citric Acid
Cocain Hydrochlor and Puriss
Cream of Tartar
Creosote Carbonate
Formaldehyde
Gallic Acid
Guaiacol Carbonate
Heliotropin
Hexamine
Homatropine
Hydroquinone
Isarol (best Ichthyol substitute)
Lithia Carbonate
Lithol (Ichthyol substitute)
Mercurials
Methylene Blue Medicinal
Methyl Salicylate
Peppermint Oil
Phenacetin
Phenazone
Pyrogallic Acid
Potassium Sulpho-Guaiacolate
Quinidine and Salts
Quinine and Salts
Quinine Ethyl Carbonate
Salicylic Acid
Salicylate of Soda
Salol
Sugar of Milk
Tannic Acid
Tannin Albuminate
Terpineol
Terpine Hydrate
Theobromine
Thymol Crystals
Vanillin

R. W. Greeff & Co. THAMES HOUSE, QUEEN ST. PLACE, LONDON, E.C.

MANCHESTER BRANCH:
Lloyds Bank Buildings,
King Street.

NEW YORK AGENTS:
R. W. Greeff & Co.,
80, Maiden Lane.



ROYAL VINOLIA TALCUM POWDER.

THIS specially prepared Talcum Powder is strongly recommended by the Medical and Nursing Professions. It is largely advertised in the Medical Press, and Pharmacists should see that they stock supplies to meet all requirements.

Like all preparations that bear the name of "Vinolia," Royal Vinolia Talcum Powder is recognized to be the best of its kind. It has a ready sale and yields a substantial profit. The special method of packing makes it most convenient and economical to use.

A MOST ATTRACTIVE AND RELIABLE LINE.

In Drums with Sieve Tops, **1/-**
In Dredger Tins, **10d. & 1/3.**

The following Varieties are also supplied in medium-sized Dredger Tins, 10d. each.

Vinolia Bonnie Prince Charlie Talcum Powder.
Vinolia Liril Violettes de Parme Talcum Powder.
Vinolia Wild Geranium Talcum Powder.
Vinolia Lotus Talcum Powder.
Vinolia Irish Poppy Talcum Powder.

VINOLIA COMPANY LIMITED, LONDON - PARIS.

R V 319—29

Important Notice

AS HAS BEEN ANNOUNCED

in the Protected List of THE P.A.T.A.
the MINIMUM RETAIL SELLING PRICE of

Kutnow's Powder

IS NOW 2/9 PER BOTTLE (FACE VALUE)

This yields a considerable increase of profit to chemists, nevertheless Messrs. KUTNOW are keeping to their wholesale price, as hitherto, in spite of the enormous rises in the cost of all the materials, bottles and everything else in connection with the manufacture of KUTNOW'S POWDER. In view of the above facts, Messrs. KUTNOW trust that both the wholesale and retail trade will co-operate with them in creating a still greater demand for KUTNOW'S POWDER, and that no substitutes for KUTNOW'S POWDER will be offered to the public in future.

What The Trade Think

A SENSIBLE ADJUSTMENT

The general opinion of the Retail Trade was graphically expressed (when the intended change was announced) in one word—"GOOD!" As the new arrangement is so strongly endorsed by the Trade, Messrs. Kutnow will appreciate the co-operation of the Trade by their carrying a good stock of Kutnow's Powder and making a Window Show of it. Please fill in the adjoining coupon.

SEND THIS COUPON FOR SHOWCARDS FREE OF CHARGE

To S. KUTNOW & CO., Ld.,
41 Farringdon Road, London, E.C. 1.

Please send me Showcards, carriage paid.

NAME.....

ADDRESS.....

.....

"Chemist & Druggist," Jan. 5, 1918.

S. KUTNOW & CO., Ld., 41 Farringdon Road, London, E.C. 1.

Profits For You

That's what you're in business for. Handle the line of Toilet Preparations which sells quickest and at the largest margin of profit.

INGRAM'S OFFER.

½ Doz. Milkweed Cream	Retails for 2/- each	(2.00)	8/-
½ Doz. Velveola Souveraine (Face Powder)	,, ,, 2/- ,,	(2.00)	8/-
½ Doz. Zodenta Paste	,, ,, 1/- ,,	(1.00)	4/-
¼ Doz. Rouge...	,, ,, 2/- ,,	(1.00)	4/-
½ Doz. Perfume, 1 oz. ass't. in fancy packages	,, ,, 4/ ,,	(4.00)	16/-
		10,00	£2

There is beauty in every jar.

Twenty-five years continuous advertising has made this trade-mark known wherever American and Canadian publications are read.

Delivered prepaid Parcel Post. We will send advertising matter and samples packed with the goods.

Send us with your order the names of 100 of your lady customers, and we will mail each of them a handsome folder, asking them to call at your store and get free our Guest Room Package, containing one each of the above in sample sizes, including perfume.

If more convenient to you, specify shipments from our Canadian Branch.

FREDERICK F. INGRAM CO.

(ESTABLISHED 1885)

411 Lafayette Blvd. W., DETROIT, U.S.A

CANADIAN BRANCH : WINDSOR, ONT.

A BRITISH PRODUCTION

TOOTH PASTE

Prepared with Chlorate of Potash.

Allows you a handsome protected profit. We co-operate with your Dentist friends to increase sales. Striking Showcards, Cut-outs & Literature supplied. Bonus for Window shows. Will keep in any climate.

CUXSON, GERRARD & CO., LTD., Manufacturers, OLDBURY.

EXPORT INQUIRIES SOLICITED.

The

"HOUSE *of* MAW"

ESTABLISHED 1807

S. MAW SON & SONS L. LONDON
TRADE MARK

Manufacturers of Surgical and Veterinary INSTRUMENTS and APPLIANCES, Druggists' and Toilet SUNDRIES, &c. &c.

WAREHOUSE & SHOWROOMS:
7/12 ALDERSGATE ST., E.C.1

FACTORIES:

Surgical Instruments ... Charles Street, E.C.
Surgical Appliances ... Chiswell Street, E.C.
Toilet Brushware ... Temple Works, Hackney
Laboratories ... Westmoreland Buildings, E.C.
Optical ... ... Aldersgate Street, E.C.
Cabinet Works Station Buildings, Haggerston

Telegrams: "ELEVEN, CENT, LONDON."

Cablegrams: "ELEVEN, LONDON."

Code: A B C (4th and 5th Editions).

Telephone: CITY 7 (Private Branch Exchange).

S·MAW·SON & SONS LTD
7/12 ALDERSGATE STREET
LONDON
ENGLAND

RECOMMEND THE PROTECTED BRAND.

Support those who support you. PUSH the Ink that ensures your profit and protects the Special War Increases as well as Standard Prices.

JOHN BOND'S

"CRYSTAL PALACE" MARKING INK

The increase is but small, ½d. a Bottle retail, either size heat or non-heat. Every other domestic commodity has risen more.

The 1/- size protected at 8d. is now protected at 8½d.

The 6d. size protected at 4d. is now protected at 4½d.

THE PROTECTED RETAIL PROFIT IS **33⅓%** A good minimum profit on the Marking Ink which will always make new Customers.

PRICE LISTS AND TERMS ON APPLICATION.

JOHN BOND (LONDON) LIMITED, 75 SOUTHGATE ROAD, LONDON, N.1.

Telephone: Dalston 1824. Telegrams: "Actinic, Kinland, London" (2 *words.*)

SANDALWOOD OIL.

WHIFFEN & SONS, Ltd., are Sole Consignees of the

MYSORE GOVERNMENT Standard Product.

Complies with requirements of all Pharmacopœias.

Samples can be had upon application to **WHIFFEN & SONS, LTD.,** Lombard Road, Battersea, S.W. 11.

Telephone—254 and 255 BATTERSEA.

STIPENDUM CORK STOPPERS

in all sizes suitable for KALIS, CITRATES, DISPENSING, and all FLUIDS.

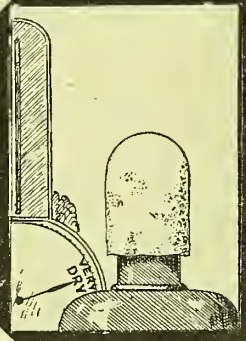
STIPENDUM COVERED POTS

THE BEST FOR FACE AND TOOTH POWDERS PASTES, AND OINTMENTS.

GREASE PROOF.

For Samples & particulars apply to

The Stipendum Stopper Co.
1 Newman Street,
LONDON, W.
Tel. No. 3769
GERRARD.



Put on Wet to-night *it's going to be Dry* in the morning. SELF-FIXED, AIRTIGHT & SPIRIT-PROOF if it is a

SEMREH BOTTLE CAP

May we send you details?

THE VISCOSE DEVELOPMENT CO., Ltd.
BROMLEY, KENT.

CAPPING SKINS
WHITE SPLITS
BAUDRUCHE

Arthur Toombs & Co.

110 CANNON STREET, LONDON, E.C. 4.

Telephone No. CENTRAL 13374

Telegraphic Address— "DEFLECTION, CANNON, LONDON."

STOVAINE

THE LEAST TOXIC OF LOCAL ANÆSTHETICS

USED IN THE SAME WAY AND AS EFFICACIOUS AS COCAINE

Does not create a habit and does not give rise to headaches, nausea, vertigo or syncope. :: :: *Literature on demand.*

NO HOME OFFICE LICENSE REQUIRED

Cheaper than Novocain and Benzocain and obtainable promptly in practically unlimited quantities from the manufacturers:

LES ETABLISSEMENTS POULENC FRERES

92, RUE VIEILLE DU TEMPLE, PARIS.

GÉRAUDEL'S PASTILLES

THE GOOD OLD FRENCH PRODUCT.

The most popular and best selling in the world.

THESE PASTILLES OF PURIFIED PINE TAR AFFORD INSTANT RELIEF TO

Sore Throat, Colds, Coughs, Bronchial Affections, &c.

MINIMUM RETAIL PRICE, 1/3 PER BOX.

Prepared by A. GÉRAUDEL, Ste. Ménéhould, Marne, France.

AGENTS:

Gilbert, Kimpton & Co., Peninsular House, Monument St., London, E.C.

RANSOMS

ESTABLISHED OVER 70 YEARS.

We renew our greeting to all in the Wholesale and Export Trades, wishing them again a fuller measure of Peace, Prosperity and Happiness during the Coming Year.

Hitchin, Herts.

William Ransom & Son, Ltd.

Manufacturing Pharmaceutical Chemists.

December 31, 1917.

□□□□□□□□□□□□□□□□□□□□□□□□□□

SPECIALITIES.

EXTRACTS (Solid & Liquid)

TINCTURES IN BOND

RESINS

ESSENTIAL OILS

MEDICINAL HERBS

TELEPHONE: 95 HITCHIN.

MANY THANKS

To all our customers who have been so patient and considerate with us, when abnormal conditions have prevented our giving them that complete good service which is our proudest boast.

We offer many thanks and sincere good wishes for the New Year.

May it bring **VICTORY TO OUR ARMS AND PEACE TO THE WORLD.**

GOD SAVE THE KING.

BY APPOINTMENT.

Edward Cook & Co., Ld.

The Soapery,
Bow, London, E. 3.

THE HALL-MARK OF ABSOLUTE PURITY, HIGH DIASTASIC STRENGTH, AND REGULARITY.

Without John Bull

the Allies would have been

Ruined!

With "John Bull"

Malt Extract, the Drug Trade
is assured of

Increased Prosperity

PAINE & CO., LTD., ST. NEOTS, HUNTS,

wish all their friends

Peace & Happiness

in the Coming Year.

T. & H. SMITH, LTD.

EDINBURGH: Blandfield Works. **LONDON:** 25 Christopher St., E.C.2 **GLASGOW:** 37 Washington St.

Telegrams: "MECONIC," Edinburgh, London, Glasgow.

The Compliments of the Season and Good Wishes to all our Friends.

ALOIN	CHLOROFORM	MORPHINE
PODOPHYLLIN	CANTHARIDIN	CODEINE
THEOBROMINE	EMETINE	CAFFEINE
GINGERIN	JALAP RESIN	STRYCHNINE
SALICIN	SCAMMONY RESIN	CAPSICIN

GRAND PRIX. PARIS, 1900. GRAND PRIX. BRUSSELS, 1910. GRAND PRIX. LONDON, 1908.

Sangers

H.SANGER. E.SANGER.
A.PULFORD. S.H.CARR. F.J.SMITH.
H.F.SMITH. E.A.SMITH.

Specialise in Own-Name
Toilet Preparations.
It is one of our strong points.
Our co-operation means to
you

Increased Prosperity
in the New Year.

258 *Euston Rd., London, N.W.*1.

Anæsthetics. Pharmaceutical Preparations. Tablets. Pills. Capsules.

British is Best.

Let this be your motto for

1918.

Vaccines. Tuberculins. Organo-therapeutic Preparations.

REMEMBER that

STANDS FOR THE

BEST OF BRITISH

AND THAT

DUNCAN, FLOCKHART & CO. are always

READY TO SERVE YOU.

DUNCAN, FLOCKHART & Co.

EDINBURGH & LONDON (155 Farringdon Road).

Telegrams:
"RENILREB
LONDON."

TRADE MARK.

Telephones:
LONDON WALL 507.
CITY 998.

CONTRACTORS TO HIS MAJESTY'S GOVERNMENT.

To

Our Friends at Home and Abroad we send Hearty Season's Greetings, wishing them Prosperity in the New Year.

From the Directors and Staff of

ARTHUR BERTON Ltd.

MANUFACTURERS OF

Surgical Dressings & Chemists' Sundries,

Registered Office and Warehouse:

15 & 17 WORSHIP STREET,
LONDON, E.C. 2.

During the past year we have been able to help our friends in many ways, and we still hope to co-operate to our mutual advantage.

BEST WISHES & HEARTY GREETINGS TO ALL OUR FRIENDS.

Carnegie Bros.

Essex Rd., London, N.

BRITISH No. 77 Eau de Cologne

Doing without Germany

not only now, but after the War. That should be the aim of all buyers of Toilet Articles throughout Allied countries. Sell

No. 77 EAU DE COLOGNE

and you will not require to stock any other.

Greetings & Good Wishes to all our Chemist Friends.

WILLIAM TOOGOOD LIMITED,
77 SOUTHWARK ST., LONDON, S.E.

THE CHEMIST & DRUGGIST SUPPLEMENT.

OFFICE: 42 CANNON STREET, E.C. SATURDAY, JANUARY 5, 1918

This Supplement is Inserted in every number of The Chemist and Druggist.

TO ADVERTISERS IN THIS SUPPLEMENT.

The Publisher desires to make it clear that advertisements of Businesses for Disposal and Wanted, Situations Open and Wanted, Exchange Column, &c., MUST BE PREPAID (except in the case of serial advertisers), and to ensure prompt insertion

REMITTANCES MUST ACCOMPANY INSTRUCTIONS.

Advertisements for the current issue cannot be received after first post on Thursday in each week. If it is necessary to telephone or telegraph an urgent announcement this may be done

PROVIDED the MONEY is TELEGRAPHED

at the same time and the fact made clear that the money order is to be delivered at 42 CANNON STREET, LONDON, E.C.4. Advertisers will assist greatly in the preparation and quick despatch of the Supplement by making careful note of these rules. Telephone: No. 3617 Central (3 lines). Telegraphic Address: "Chemicus, Cannon, London." (Three words counted as two.)

EARLIER CLOSING FOR PRESS.

WILL intending Advertisers please note that until further notice all Advertisements for THE CHEMIST AND DRUGGIST SUPPLEMENT must be in the Publisher's hands not later than

FIRST POST THURSDAY MORNING,

to be available for the issue published in that particular week. Owing to restricted postal deliveries it is advisable to *post* all communications on the Tuesday preceding the date of issue. Advertisements received after the time indicated will be inserted in the following week's issue.

CHEMISTS' TRANSFERS.

Messrs. ORRIDGE & CO., 56 Ludgate Hill, E.C.

Telephone Number: City 2283

May be consulted at their Offices on matters of SALE, PURCHASE, and VALUATION.

1.—LONDON (Kensington District).—Good-class Retail and Dispensing Business for disposal through death; returns £800, formerly £1,000; excellent opening for an energetic man with small capital; comfortable residence; new lease; full investigation is invited; price £400, or valuation of stock and fixtures.

2.—LONDON (Suburban), S.W.—Retail and Dispensing Business, situate in main thoroughfare of good middle-class locality; returns over £1,600; the shop is well fitted and thoroughly stocked; convenient residence, with private entrance and garden; price £500; stock and fixtures were recently valued at £730; this is an opportunity seldom met with.

3.—BANKS OF THE THAMES.—Very old-established Business; held by vendor many years, now retiring; returns about £870; *profits above the average*; first reasonable offer will be accepted.

4.—NORTHERN SUBURB.—Good-class Business; excellent situation; returns under Manager between £1,100 and £1,200; gross profit £446 and net £300; attractive, well-fitted shop, with comfortable residence; vendor's own property; new lease; very little opposition; price £450, or simply the valuation of stock and fixtures.

5.—FINSBURY PARK (near).—Cash Retail Business and own Proprietaries; position is exceptionally good, and the returns can be much increased; present rate about £1,200; owing to a breakdown in health an immediate sale must be effected; terms, valuation of stock and fixtures.

6.—BANKS OF THE THAMES.—Retail and Dispensing Business, situate in busy main thoroughfare; returns between £1,800 and £1,900; *net profit* £461; books open to inspection; price £850; stock and fixtures recently valued at £650.

7.—LONDON, S.W.—Medium-class Family trade; well established; turnover averages £925; gross profit £355; comfortable residence; rent £45; sub-let £13; no near opposition; price £400, or valuation of stock and fixtures.

8.—WESTERN COUNTY (Health Resort).—Good-class Retail and Dispensing Business; established many years; returns average over £1,200 per annum; gross profit £530; rent £55; price about £950, estimated value of stock and fixtures.

9.—TUNBRIDGE WELLS (near).—Good-class Retail and Dispensing Business, situate in a beautiful district, and practically unopposed; gross receipts £850; *net profit exceeds* £250; modern-fitted Pharmacy, with capital residence and garden stocked with fruit and rose-trees; valuation terms entertained.

10.—BRADFORD (near).—Family Retail Dispensing and Agricultural, with own proprietaries in good demand; returns £800; net profit, after all expenses paid, £200; rent £28; including good six-roomed house, garden, warehouse, and yard; terms, valuation of stock and fixtures.

11.—YORKS.—Drug Stores; good opening for a qualified Chemist; returns, present rate, £730 at fair prices; no immediate opposition; terms, valuation of stock and fixtures.

12.—KENT (Market Town).—Modern Ready-money Business, situate in pleasant district; returns about £1,000; the business admits of extension; terms, valuation of stock and fixtures.

13.—HOME COUNTY (Health Resort).—Modern Pharmacy, situate in the principal street; returns exceed £1,000; full investigation permitted; the shop is nicely fitted and fully stocked; convenient residence; terms, valuation of stock and fixtures and £100 premium.

14.—PARTNERSHIP.—A Partner required in very old established Business situate in a Home County; a gentleman with small capital would not be objected to; returns, including Branch, £3,650.

VALUATIONS FOR STOCKTAKING.

Messrs. O. & Co. desire to emphasize the necessity of a Periodical Statement of Account, by which means alone **Profit, the value of Business, &c.,** can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted, and eventually becomes the cause of **confusion and loss.**

Messrs. O. & Co. are prepared to undertake these essential duties, and will make **Special Terms** for such services.

ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.

BERDOE & FISH

VALUERS & TRANSFER AGENTS,

35 Jewry Street, Fenchurch Street, E.C.3.

Telephone: 1809 CENTRAL.

NO CHARGE TO PURCHASERS.

1.—SOUTH COAST.—First-class Retail and Dispensing Business, with scope for large increase; commanding position; low rent; elegant fittings and good stock; owner retiring through old age; valuation only required; all over £450 can remain.

2.—KENT (Suburb).—Good progressive Middle-class Business; no booking; returns £1,850; *net profit* £450; books properly kept; convenient house; handsome Pharmacy, heavily stocked; price £50 and valuation; about £1,000; strongly recommended.

3.—NORTH WALES COAST.—Unopposed, sound Light Retail, returning £700; *net profit* £250; up-to-date Pharmacy, well-fitted and stocked; price £300 or valuation.

4.—LEICESTERSHIRE.—Sound Cash Drug Store in small town; returns average £630; *net profit* £200; good house and Pharmacy, well stocked; plenty of scope in qualified hands; price £300 or valuation.

5.—LONDON, S.W. (Good Residential Suburb).—Sound, progressive, good-class Business; returning over £1,900; main road position; good residence; attractive Pharmacy; well stocked; price for quick sale £500; only requires seeing.

6.—NORTH LONDON (Healthy Suburb).—Sound progressive Cash Business for immediate disposal through serious illness; returns £1,150: *net profit fully* £300; fine modern Pharmacy; excellent main road position; low rent; price £750 or offer.

7.—LONDON (Distant Suburb).—Good middle-class Cash Retail; chiefly Prescribing; returns £14 weekly, increasing; *net profit about* £300; very low rent; fully stocked; price £475 or valuation; £200 cash; balance by instalments; trial allowed.

STOCKTAKINGS.

Appointments for stocktakings and valuations should be made early, having only a few open dates between now and the end of March. Full particulars and terms sent on application.

PARSON C. BAKER

(Pharmaceutical Chemist),

Trade Valuer & Transfer Agent.

Recommended by The British Drug Houses, Ltd.; Messrs. Megg son & Co.; Barclay & Son., Ltd.

Valuer to the Association of Manufacturing Chemists.

1 Mountfield Road, CHURCH END, FINCHLEY, N.

Tel. No.: Finchley 812.

TO LET.

SHOP to be Let; double-fronted; splendidly situated in shopping centre of main road, and fitted as a Chemist's; occupied by Chemist for nearly 50 years; good business just closed owing to illness; fixtures at valuation; rent £50 per annum, tenant paying rates and taxes. Apply Harry Hooper & Co., Surveyors and Valuers, Estate Offices, Millwall, 14.

AGENCIES.

Price-lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

AN old-established London firm, dealing with the trade and institutions in Druggists' Sundries and Surgical Dressings, desires to amalgamate with a similar London house. Replies to "L." (221/6), Office of this Paper.

TO MANUFACTURERS.—Advertiser, with large connection amongst the Wholesale Houses, is open for a few more agencies in Chemicals or Sundries; highest credentials. Apply in first instance, 246/12, Office of this Paper.

Ex PRIZE COURT, VARIOUS STEAMERS, &c.

Messrs. TOPLIS & HARDING

Beg to announce that their next SALE BY AUCTION of

Drugs, Chemicals, Dyes

DRUGGISTS' ACCESSORIES, &c.,

Will take place on WEDNESDAY, JANUARY 23, 1918, at the LONDON COMMERCIAL SALE-ROOMS, and will include (inter alia) the following:

Cod Liver Oil, Olive Oil, Castor Oil, Aniline Oil, Liquid Paraffin, Pulv. Iodoform, Cresol, Menthol, C. S. Tragasol, Gum Tragon (Powder), Phenol, White Maize Dextrine, Formaldehyde, Norwegian Cod Liver Oil, Sulphur Rock, Sodium Silicate, Essence of Spices, Pure Perfume, Anhydrous Lanoline, Powdered Gelatine, Mint Tablets, Liquid Somatose, Powdered Somatose, Asbestos Powder, Ether, Essence of Medoc, Bromina Salts, Naphthaline Flakes, Soap Tablets, Night Lights, Corks, Asthma Cigarettes and Powders, Respirators, Catheters, Druggists' Balances,

100 Gross GLASS BOTTLES & STOPPERS.

Earthenware Jars, Glass Sheets, Bungs, Corks, Stoppers, 28-gross Tins, Tubes, Cardboard Boxes. A quantity of

BRITISH LYSOL (in Barrels, Tins, and Tubes).

46,000 Squares and Discs Greaseproof Paper, &c., and 3 TONS SOFT SOAP in barrels.

Saleable Stocks of any description may be included in this sale or in the following sale, mid-February, if immediate notice be given to the Auctioneers, at their

Offices: Jewry House, 27 & 28 Old Jewry, E.C. And at Manchester.

Telephone—CITY 8217. Telegrams—"TOPLIS LONDON."

See Notice on Front Page of this Supplement.

BUSINESSES FOR DISPOSAL.

3s. 6d. for 50 words or less; 6d. for every 10 words or less beyond, prepaid.

The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of **6d.**

Price-lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

LONDON, S.W.—Genuine Business for Sale in good residential locality; returns £1,900, increasing yearly; proprietor will manage for a time if necessary; about £500 required. Apply 251/14, Office of this Paper.

LONDON (West End).—Old-established, good-class Retail and Dispensing Business for early disposal, through urgent circumstances; commanding position in first-class residential locality; net profit averages over £600, and capable of increase; books properly kept; fullest investigation courted; price required, £100 and valuation; splendid chance for anyone with about £900. Apply "Bona-fide" (250/22), Office of this Paper.

PATENT Treatment for Curing Rupture; fully protected; the last advertisement produced 250 per cent. net profit. Advertiser, who is leaving the country, is prepared to sell the whole business, including English Patents, as a going concern for £3,000. Business is capable of producing the purchase money during the first year. Full particulars to principals only. Apply "L." (215/18), Office of this Paper.

SHOP, d.f. Chemists; completely and well fitted; established over 20 years; just off Clapton Common; chance to pick up good business cheap; rent £60. Owner, 160 Stoke Newington Road, N.

FOR SALE.

OVAL Bottles; narrow-mouth, white glass, quarts, pints, and half-pints; about ten gross; suitable for liquid preparations. Apply Hill, 47 Aldgate High Street, London, E.

SITUATIONS OPEN.

3s. 6d. for 50 words or less; 6d. for every 10 words or less beyond, prepaid.

The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of **6d.**

Price-lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

RETAIL.

BEXHILL-ON-SEA.—Wanted (at once), lady or gentleman (ineligible), outdoors, for high-class Dispensing business. State salary and experience, and if possible send photo, R. W. Robbins, Pharmacist, Bexhill.

BIRMINGHAM (Suburb).—Young lady Assistant required for good-class Light Retail and Dispensing business; comfortable and permanent berth. "P. K." (251/20), Office of this Paper.

CAMBRIDGE.—Unqualified Assistant (ineligible for Army) for Retail and N.H.I. Dispensing; one Senior and four Apprentices kept; no Sunday duty; outdoors. Apply with references, and state salary, to Henry Flanders, Chemist, Mill Road, Cambridge.

EALING, W.—Assistant wanted at once for Counter and Dispensing; comfortable berth for discharged or ineligible. State salary (outdoors) and usual particulars to Durbins, Ltd., 66 The Broadway, Ealing, W.

HULL.—Wanted, Assistant (outdoors); used to good-class Retail and Dispensing business. Send full particulars, age, reference, and salary required, S. T. Kirton, Chemist, 53 Savile Street, Hull.

LANCASHIRE.—Young lady Assistant required for Light Retail and Dispensing business; comfortable and permanent berth; would suit anyone just finishing apprenticeship. "B. S." (248/161), Office of this Paper.

LIVERPOOL.—Wanted, a reliable lady Assistant; Dispensing experience essential. State age and salary required to G. H. Cole, The Pharmacy, Blundellsands.

LONDON, N.—Wanted, a reliable Assistant (lady or gentleman) for quick cash business and N.H.I., ineligible for military service, to replace Assistant just called up; hours 9 till 8, Saturdays 9, close on Wednesday at 1, Sunday duty every other Sunday evening only from 6 till 8; salary to start, £3 10s. per week. Particulars, or preferably a personal call, to Pirie, Chemist, Harringay.

LONDN, N.W. 6.—Wanted, a capable Assistant (lady or gentleman), ineligible, for high-class Dispensing and Retail business. Apply, with full particulars and salary required, to W. J. Dalby, 6 Canfield Gardens, N.W. 6.

LONDON, S.W.—Manager for good-class Branch business; good salesman and Window-dresser, with up-to-date business ideas; permanency for right man. Apply, full particulars, salary, age, height, when disengaged, to C. R. Toyne, 26 High Street, Putney, S.W.

LONDON, S.W.—Young lady required for high-class Pharmacy; must be a capable Dispenser and have had some Counter experience; permanent and progressive berth. Apply "S. S." (248/16), Office of this Paper.

LONDON, W.—An Assistant (ineligible for Army), competent Dispenser and good Counterman, with a knowledge of Photography preferred, or a competent lady would be treated with, for beginning of February. Please give full particulars, stating age, experience, salary, and references, to H. Dixon, 1 Russell Gardens, Holland Road, Kensington, W. 14.

NEAR London (Kent).—Qualified Assistant wanted (outdoors); Retail and Dispensing business; easy hours (no Sunday duty). Please give full particulars as to experience and salary required, "Chemist" (251/21), Office of this Paper.

SALISBURY.—Assistant wanted for high-class Dispensing business; outdoors; good salary to competent man. Please state usual particulars to C. W. Higgins, 47 Market Place, Salisbury.

SOUTH OF ENGLAND; Assistant required (male or female); free removal; permanency with good salary. Timothy White Co., Ltd., Chemists, Portsmouth.

The above demonstrates that Advertisers using these columns get a ready response to their announcements. The figures only refer to some of the letters RECEIVED AT OUR OFFICE on behalf of Advertisers who use a number or nom de plume.

See Notice on Front Page of this Supplement.

WEYBRIDGE.—A lady Assistant (qualified) required for high-class Dispensing and Retail Pharmacy. Send full particulars as to age, experience, and reference, also state salary required, E. T. Neathercoat, Pharmaceutical Chemist, Weybridge, Surrey.

YORKSHIRE (West Riding).—Good opening for smart, energetic, unqualified Assistant; must be a first-class Counterman and Dispenser; permanent and progressive post. "W. R." (248/162), Office of this Paper.

COMPETENT Dispenser (female) required at once by a Doctor near London. Letters only, with full particulars as to experience, wages, etc., to W., c/o Gale & Co., Ltd., 15 Bouverie Street, E.C. 4.

DISPENSER wanted at once; N.H.I. work and assist at Counter; lady or gentleman; Minor qualification. Full particulars, age, salary required, "H. D." (250/40), Office of this Paper.

JUNIOR Assistant (lady or gentleman) for good-class Dispensing and Retail. Full particulars to Percy B. Gray, Pharmaceutical Chemist, Rugby.

LADY Dispenser wanted for general practice in South-West London. Apply, with all particulars, 239/5, Office of this Paper.

LADY Assistant (Dispensing department) immediately; hours 9 to 7, Thursdays 1, Saturday 8.30. State age, height, experience, qualification, and salary required (photo if possible), G. T. W. Newsholme, Ltd., 27 High Street, Sheffield.

LOCUM, QUALIFIED, IMMEDIATELY; take charge of Pharmacy in Gainsborough for several weeks through illness of proprietor; three Assistants kept; suitable man would be well treated; outdoors: business Light Retail and Dispensing; easy hours. Apply H. Boon, Chemist, Kirton Lindsey.

MANAGER (single), ineligible, wanted for Bungalow Pharmacy at Bulford Barracks; qualified preferred, but not essential; comfortable room provided; excellent opportunity for good Salesman; salary and commission. Apply R. S. Cheetham, Salisbury Plain Drug Stores, Tidworth, Hants.

MESSRS. TIMOTHY WHITE CO., LTD., Chemists, Portsmouth, require a capable Pharmacist (male or female); easy hours; good and progressive salary, with excellent prospects; free removal.

QUALIFIED young man, single and rejected, required immediately; permanent berth, with good prospects of advancement. State age, salary required, and when at liberty, "H. L." (248/160), Office of this Paper.

QUALIFIED lady or ineligible man wanted shortly; old-established West-End Dispensary. Apply "X. Y. Z." (226/40), Office of this Paper.

TO SAVE TROUBLE.

MANY correspondents answering advertisements in this Supplement enclose remittances to cover the cost of forwarding their letters to advertisers who prefer to be addressed c/o this Office. The Publisher desires to make it clear that this is quite superfluous, and perhaps this reminder will obviate the necessity of the frequent return by him of such remittances.

ANSWER IN TERMS OF THE ADVERTISEMENT AND

REMEMBER you are one of possibly hundreds applying for the same position. Put your case before the advertiser so that he may be able to form a MENTAL PICTURE of your suitableness.

BE BRIEF BUT CLEAR.—Millions of applications are consigned to the waste-paper basket UNCONSIDERED, because the reader cannot form this picture from the inadequacy of the materials set before him.

RETURNING PHOTOS, Etc.

Advertisers in this section who receive portraits and copies of testimonials from applicants with a stamped addressed envelope for reply are reminded that the undue retention of these often means a hardship to the sender. All personal documents should be returned as promptly as possible after perusal.

QUALIFIED lady Assistant required in first-class West-End Dispensing business as Second Dispenser and to make preparations; shop experience essential. Apply by letter, giving full particulars and stating salary (outdoors) required, to 251/3, Office of this Paper.

QUALIFIED Dispenser for West-End Stores; hours 8.30 to 6.15 p.m., Saturdays 1.15 p.m. State usual particulars to Mr. Mansell, Drug Department, Junior Army and Navy Stores, 15 Regent Street, London, S.W.

REQUIRED, lady Counter Assistant, with experience in the selling of Perfumery and Druggist Sundries in ordinary demand; smart appearance; hours of work 8.45 to 6 o'clock, 1 o'clock Saturdays, no Sunday duty. Apply, stating full particulars of past experience and salary required, to L. J., Manager, Drug Department, Army and Navy Stores, 105 Victoria Street, S.W. 1.

REQUIRED for country business, unqualified lady Assistant; used to Counter work and having had general experience; small knowledge of Dispensing preferable. Apply "L." (223/49), Office of this Paper.

SECOND Assistant wanted; lady or gentleman; one with some all-round experience preferred; good-class business; hours easy. In reply give full particulars, photo if possible, which will be returned promptly, T. L. Nicholls, Pharmacist, Chelmsford.

WANTED, a gentlemanly Assistant, accustomed to a high-class business, for the Dispensing Counter; outdoors; others kept; hours of business, 8.30-7. Apply, giving full particulars, to Mr. Lewis, Chemist, Ealing, W. 5.

WANTED urgently, an Improver or Junior Assistant (lady or gentleman) to assist Manager in high-class Drug Stores; West London district. Apply, stating salary, etc., 248/17, Office of this Paper.

WANTED, a trustworthy Assistant (unqualified) for Light Retail; outdoors. State salary and references, Heppenstall, Chemist, Goole.

WANTED, qualified Assistant, ineligible, to take charge of high-class Dispensing in Retail department. Apply, with full particulars of previous experience and salary required, to Chas. F. Thackray, Great George Street, Leeds.

WANTED immediately, an Assistant; Dispensing and Mixed trade; no heavy work; moderate hours, half-day Wednesdays, no Sunday duty. Send full particulars to Philip J. Shacklock, Chemist and Optician, Mansfield.

WANTED, lady or gentleman Assistant; unqualified; comfortable berth; outdoors. State full particulars, age, salary, etc., to H. Leggott, Chemist, Beverley Road, Hull.

WANTED, a lady or junior Assistant; ineligible; outdoors. State fullest particulars, with photo if possible (others kept). Apply Oliver, Chemist, Maidstone.

WANTED, a competent qualified Assistant; outdoors. Apply, stating age, experience, and salary required, to L. Cameron, Pharmaceutical Chemist, Seaford, Sussex.

WANTED, qualified Assistant; outdoors. Apply Russell Jacks, Pharmaceutical Chemist, 161 Gower Street, London, W.C.

WANTED for a London Stores (outdoors), a qualified Assistant (ineligible); active elderly man not objected to; short hours and no Sunday duty. Apply Staff Superintendent, C.S.S.A., Ltd., 136 Queen Victoria Street, E.C. 4.

WANTED for Dispensing and Light Retail, a qualified man of sound experience, to replace Assistant exempted to February. Please state usual particulars and salary required when writing, S. J. Coley, Ltd., Stroud, Glos.

WANTED at once, competent Saleswoman for Drug and Perfumery; permanency. Apply "S. F." Goss, Ltd., 460 Oxford Street, W. 1.

WHOLESALE.

Price-lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

LONDON Wholesale House requires Assistants for "Wet" and "Dry" Counters; also Laboratory Assistants; good wages to men with reasonable experience. Apply by letter, stating age, exemption, previous engagements, and wages required, to "Galenicals" (225/160), Office of this Paper.

ANALYTICAL Chemist; male or female; able to perform all the usual British Pharmacopœia tests; including alkaloidal assays; also to ascertain alcoholic strengths. Letters only, stating salary required, to "L." (226/10), Office of this Paper.

ASSISTANT for advertising and general propaganda work; interesting occupation; progressive salary; excellent opportunity for steady worker. Anglo-French Drug Co., Ltd., Gamage Building, Holborn.

CLERK wanted; principally bookkeeping and cash accounts; comfortable situation to reliable worker; £3 start; hours 9 to 6. Anglo-French Drug Co., Ltd., Gamage Building, Holborn.

EXPERIENCED man wanted for Packing and Despatching heavy and fine Chemicals; used to keeping Stocks preferred, but not essential; ineligible for military duties; Eastern district of London; good wages and permanency. Apply 144/62, Office of this Paper.

EXPORT Wholesale Druggists, London, require a Junior Clerk with experience in Bond and Dispatch work, for the Warehouse Dispatch Department. Apply by letter, stating age, previous experience, and salary required, to "Export" (225/16), Office of this Paper.

ORDER Checker wanted at once; must have good knowledge of Patent Medicines. Apply, giving full particulars of past employment and wages required, 250/26, Office of this Paper.

PACKER (male or female) required by Wholesale Chemists in East London. Apply to "L." (225/320), Office of this Paper.

REPRESENTATIVE required, calling on Doctors, to maintain present connection and introduce new clients for special preparations. Apply by letter to J. Sellers & Co., 361 Liverpool Road, N. 1.

REPRESENTATIVE required by London Sundry House for West of England and South Wales. State experience, age, and salary required, 250/21, Office of this Paper.

REPRESENTATIVES required to take up a well-advertised Proprietary on commission terms; 15 per cent. first orders, 10 per cent. on repeats. "H. L." (251/200), Office of this Paper.

REPRESENTATIVE (ineligible or discharged) for Birmingham and Midlands by old-established firm packing general Druggist lines, with large connection among Wholesale merchants; knowledge of Drug Trade preferred, but not essential; splendid scope; every encouragement to energetic worker; salary and commission. Terms, with age, reference, and experience first letter. Apply 250/17, Office of this Paper.

REQUIRED, Checker in Export Department of London Druggists; male or female. Apply, with full particulars, to "R." (225/32), Office of this Paper.

REQUIRED at once, an Invoice Clerk, with experience of Wholesale Drug Trade. Apply, with particulars of experience, and stating salary required, to Lofthouse & Saltmer, Ltd., Wholesale Druggists, Hull.

SALES Manager's Assistant.—Gentleman, with some knowledge of Wholesale Druggists trade, capable of pushing Sales of Proprietary Remedies by means of special offers, selling schemes, etc., and with some experience of such work, required by large and old-established firm; permanency and good prospects to the right man. Apply 240/22, Office of this Paper.

TRAVELLER wanted; must have good connection with Stores, Chemists, etc.; a share in business offered to smart gent with moderate capital. Full particulars to "Dainty," 43 Thurlestone Road, West Norwood, London, S.E. 27.

TRAVELLER required by old-established firm of Wholesale Druggists, to call on Doctors and Chemists in South London; preference given to one with a connection. Apply, with full particulars, "Drugs" (225/5), Office of this Paper.

SITUATIONS OPEN.

(Colonial, Indian and Foreign.)

3s. 6d. for **50** words or less; **6d.** for every **10** words or less beyond, prepaid. The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of **6d.**

CHINA.—Required immediately, gentleman, thoroughly up to date in manufacture of Mineral Waters; abstainer preferred; liberal salary; four years' agreement; passage paid out and home; ineligible military service. Apply, in writing, Messrs. Durant, Radford & Co., Billiter Buildings, Billiter Street, E.C. 2.

EAST.—Qualified Assistant in one of the largest houses; ineligible; about 25; liberal salary; three years' agreement; passage paid out and home. Apply 252/39, Office of this Paper.

FAR EAST.—A thoroughly competent Assistant (qualified preferred), who has had first-class experience in Retail and Dispensing business; must be ineligible for military service; age 21 to 30; liberal salary; passage paid out and home on a two years' agreement. "Export" (251/23), Office of this Paper.

ABROAD.—Required, to take charge of a small Steam Laboratory, a good all-round man (ineligible for military service), but one preferred with up-to-date experience in making Toilet Creams and other Toilet preparations; good prospects. Apply, by letter only, to D. M. D., 21 Gomm Road, Rotherhithe, S.E. 16.

See Notice on Front Page of this Supplement.

SITUATIONS WANTED.

1s. for 12 words or less; 6d. for every 10 words or less beyond, prepaid

The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of **6d.**

[HOME.]

RETAIL.

A COMPETENT and reliable Pharmacist (31), ineligible, open to accept any responsible position; Locum or otherwise; London, provincial, and Continental experience. Apply 246/6, Office of this Paper.

AS Manager or other responsible position; qualified; 20 years' experience; state salary. Apply 251/26, Office of this Paper.

ASSISTANT, unqualified, ineligible, experienced, requires comfortable berth. Apply 248/13, Office of this Paper.

ASSISTANT; unqualified; 42; C3; married; West-End experience; seven years' present situation; excellent references. State hours and salary, 251/270, Office of this Paper.

BIRMINGHAM.—Lady (young) desires change; entertain offer from Doctor or Chemist; used N.H.I. Apply, full particulars, to 253/5, Office of this Paper.

DISENGAGED; N.H.I. or first-class Dispensing; accustomed to taking charge; ineligible; London Store experience. J., 8 Felix Road, Eastville, Bristol.

DISPENSER.—Lady, completed College course, desires post with Chemist; short hours or part-time; London preferred. Miss Crow, 38 Selborne Road, Ilford.

EVENING work and Saturdays from about two o'clock; experienced in Surgical Instruments, Sundries, and Drugs. G. H. D., 91 Carlton Street, Kentish Town, N.W. 5.

EXPERIENCED; qualified; elderly; fairly easy berth; moderate salary (London). Apply 251/30, Office of this Paper.

LADY Dispenser (Hall); four years' experience; Hospital and business; excellent references; Hospital preferred; state salary offered. Apply "W." (246/17), Office of this Paper.

LADY Dispenser (unqualified) seeks post with Doctor in or near London. Apply 239/4, Office of this Paper.

LADY Assistant, unqualified, desires post or Branch management; experienced; Manchester or district. Apply "C." (232/11), Office of this Paper.

LADY Dispenser, Hall qualification, requires post. Savage, 149 Amesbury Avenue, Streatham Hill.

LADY Dispenser (Hall certificate), experienced, desires Dispensing post few evenings weekly in London with Doctor, Institution, or Chemist; N.W. district preferred. Apply A. D., 40 Clevedon Mansions, Lissenden Gardens, N.W. 5.

LADY Dispenser requires post, evenings; qualified; experienced. E. B., 140 Green Lanes, N. 16.

LADY Assistant, well recommended, three years' experience, desires berth in Oxford or district. "S.," The Gables, Moulsford, Berks.

LADY Dispenser desires post; London or suburbs; Hall qualifications. Apply 251/1, Office of this Paper

LADY Dispenser (Hall) desires post in or near London. Buttrick, 7 Ridgeway, Enfield.

LADY Dispenser (Hall) requires post; Assistant to Doctor or Institution; whole or part-time; London district or neighbourhood of Croydon. Apply 251/7, Office of this Paper.

LOCUM or Manager; qualified; highest references; energetic, reliable; good experience; any district; 41. Garside, Old Lane, Eccleston, Prescot, Lancs.

LOCUM or Temporary Manager; country; disengaged; age 52; qualified; first-class experience and testimonials; energetic; booking forward. Dewey, 3 Helena Avenue, Margate.

MANAGER; temporary or permanent; 30 years' experience; 49; qualified; exempt; expert Pharmacist. Apply 239/6, Office of this Paper.

MANAGER; locum; Major; disengaged; 46. Anthony, 139 Princes Street, Swindon.

MANAGER; qualified; open to take post immediately; best references; good experience. Hill, 18 Rectory Road, Sutton Coldfield.

MANAGER; 39; C3; reliable; experienced Optics; highest references. S. T. R., 42 Ashtead Road, Upper Clapton, N.E. 5.

MANAGER or Locum; qualified; ineligible; all-round experience; good Salesman and Buyer. "Delta" (250/39), Office of this Paper.

MANAGER; qualified; over military age; disengaged middle of February. Salary and particulars to "Qual" (251/35), Office of this Paper.

MANAGEMENT, with view to purchase. Pharmacist, 10 Heaton Road, Heaton Norris, Stockport.

N.H.I. DISPENSING required; quick, accurate; references. Dispenser, 100 North Birkbeck Road, Leytonstone, E.

PART-TIME; unqualified; 12 years' experience; disengaged 5 p.m. Reply to Chemist, 14 Delamere Terrace, Paddington, W. 2.

PART-TIME wanted, few hours daily, near Victoria. Apply 248/10, Office of this Paper.

PART-TIME; qualified; 24; good remuneration; London district. Apply 250/15, Office of this Paper.

PHARMACIST, elderly, active, wants post near Manchester. Chemist, 7 Highfield Street, Cheetham, Manchester.

PHARMACIST, 30, Grade III., desires Managership; London. State salary offered, "Aspirin" (251/2), Office of this Paper.

PHARMACIST, qualified, over military age, first-class London, West-End, and provincial experience, steady and active, seeks position as Manager or Senior. Full particulars, 250/20, Office of this Paper.

PHARMACEUTICAL Chemist, 24, discharged, requires situation in good-class Dispensing and Retail business; light hours essential. Apply 246/11, Office of this Paper.

QUALIFIED requires Locum or temporary from January 7th or later for a month or six weeks; Grade 3. "Chemist," c/o Mr. Bone, Station House, Finmere, near Buckingham.

QUALIFIED; 36; ineligible; married; Manager preferred; 5 years' reference. "Earnest" (247/35), Office of this Paper.

QUALIFIED Dispenser, long and varied experience, requires post in London. Please state terms and hours, Miss Jackson, Green Door Studio, Bedford Park, W. 4.

QUALIFIED; 30; married; disengaged January 21st; C3; exempt; 14 years' experience; locum or permanency. "Ajax," 33 Gill Street, Brunnington, Stockport.

QUALIFIED Pharmacist, over military age, open to accept position as Manager; City, West-End, suburban, and provincial experience. Apply 250/18, Office of this Paper.

QUALIFIED; 29; disengaged; experienced; reliable; ineligible. Trump, 12 Naunton Park Road, Cheltenham.

RELIEF; N.H.I., Dispensing, etc.; afternoons, evenings; competent; unqualified; 50. Also young Lady; 17; Packer-Learner. "R.," 408 Kingston Road, Norbiton, Kingston, Surrey.

RELIEF Thursdays; Minor qualification; male; 44. Pharmacist, 9 Claverton Street, Victoria, S.W.

SATURDAY afternoons and Sundays; West-End or S.W. preferred; good references. Hours and salary to 251/27, Office of this Paper.

UNQUALIFIED; 39; Dispensing, Photographic; could take complete charge; 25 years' good experience all branches; well recommended; liberty March 1st. Address "Salesman" (248/30), Office of this Paper.

UNQUALIFIED; elderly, energetic; Dispensing, Prescribing; Agricultural trade preferred; good references. Aurant, 27 Southwark Park Road, S.E.

UNQUALIFIED; age 30; discharged from Army; Dispensing, Photography, and Counter; good appearance and address; London or suburbs. Apply 251/13, Office of this Paper.

UNQUALIFIED, 23, desires change; present engagement four years. State salary offered and hours. Apply 251/9, Office of this Paper.

UNREGISTERED, competent all branches, 41 years, con. exemption, N.H.I. qualification, highest references, desires change. "Dispenser," 135 Queen Street, Newton Heath, Manchester.

WINDOW-DRESSER (Chemists only) seeks engagements; single windows or contract; excellent testimonials; good at speciality windows; very artistic; London experience. "A." (250/16), Office of this Paper.

WOMAN Dispenser desires post; Hall certificate; some experience; London preferred. Apply 251/39, Office of this Paper.

YOUNG lady, 6 years' thorough experience Dispensing, Counter, and books, disengaged middle January. Apply H. R., 11 Linton Crescent, Hastings.

WHOLESALE.

Price-lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

ADVERTISING and literary work; control of staff; interviewing; experienced; thorough knowledge of Medical, Hospital, and Institution requirements. Address "Medicus" (248/2), Office of this Paper.

FIRST-CLASS Traveller, disengaged, twenty years' experience on road, ten years last firm, desires first-class house; London ground preferred. Apply 248/4, Office of this Paper.

LABORATORY Foreman; Toilet Specialities, Perfumery, Cream, Powders, etc.; above military age; many years' experience; highest references; London; disengaged. Apply 251/25, Office of this Paper.

OFFICE, Showroom, or Representative.—Advertiser, ineligible, fully competent to undertake either of these positions; undeniable references; well known. Apply "C." (253/4), Office of this Paper.

QUALIFIED, 25 years' Retail, over military age, married, desires post Wholesale house. "Radix" (246/18), Office of this Paper.

REPRESENTATIVE, with first-class connection, is open to entertain offers from Sundries or Specialities house; highest references given. F. E. Quelch-Woolls, 78 Craven House, Kingsway, London, W.C. 2.

SECRETARY, Cashier, Head Clerk.—Advertiser open for position with good firm; nearly 20 years' present situation; age 45. Apply "Jones" (240/21), Office of this Paper.

TRAVELLER, with sound connection in Lancashire, seeks additional agency; Proprietary, Patent, or Food; experienced interviewer; live Salesman. Apply 251/36, Office of this Paper.

MISCELLANEOUS.

SHOP FITTINGS.—10 ft. second-hand Drug Fitting, complete with 50 gold-labelled drawers, lockers, shelving, and pilasters, £11 10s.; 8 ft. ditto to match, £10 10s.; plate-glass and mahogany Perfumery Showcase, mirror back and glass shelves, mahogany desk at back, 4 ft. long, £6 10s.; Silent Salesman, 6 ft. high by 2 ft. by 1 ft., with four plate-glass shelves, £9 10s. Hundreds of other bargains. PHILIP JOSEPHS & SONS, LTD., 93 Old Street, London, E.C. 1.

WANTED, Square or Round Tin Boxes, new or second-hand, for powdered colours; size 1 lb. and upwards; good prices given; cash payment. Williams Bros. & Co., Hounslow.

SECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right, and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, RUDDUCK & CO., 262 Old Street, London, E.C.

PAPER

White Demy, Yellow Wove, Brown, White and Coloured Tissues, Small Hands (Whitey-Brown), Seidlitz Blue, English Kraftz and Browns. String, 8 oz. balls, 10/6 per dozen Stout Parcel String, 16 oz. balls, 15/- per dozen. Samples on application, only if weight of ream is given or sample sent to match.

D. W. BULL,
4 Churchill Road, Homerton, E. 9.

THERE IS MONEY

to be made in the Photographic Department of your business, but the Developing, &c., must be **WELL** and **QUICKLY** done. We are experts, and return all work promptly. We pay return postage on all orders of 2/- or over. Send for our list and give us a trial.

STEAD & CO., Photographic Experts, Duke St., BRIGHTON.

TEA SWEETENERS

One equal to a teaspoonful of Sugar.
14/- per 1000—Sell at 4 for **1d.**—50% profit.
Also in **6d.** and **1/-** boxes.

SACCHARINE TABLETS

Guaranteed 50% of .330 Saccharine.
17/3 per 1000, **120/-** per lb.
Only terms, Cash with Order, Carriage Paid.

A. S. PRICE & Co. Ltd., Blackheath, Birmingham.

Developing. Printing. Enlarging

Developing Spools, 6 Ex., 6d.; 12 Ex., 1/-; V.P.K., 6d.
Prints up to and including ¼-plate . . . 1d. each.
ENLARGEMENTS. LIST FREE.
Prompt dispatch. Trade discount, 25 per cent.
Postage extra.

MARTIN, Chemist, SOUTHAMPTON.

CAPSULES

BEFORE PLACING YOUR ORDERS,
WRITE FOR PRICES TO

D. W. BULL,
4 Churchill Road, Homerton, E. 9.
ESTABLISHED 27 YEARS.
No wording on label or on boxes to render liable under new Act.

R. GRAESSER, Ltd.

ESTABLISHED 1867. **RUABON** TELEPHONE: No. 3 RUABON. PRIVATE BCH. EXGE.

Manufacturers of

CARBOLIC ACID CRYSTALS, 40° C.
DETACHED CARBOLIC CRYSTALS, 40/42°C.
(absolute Phenol)
All qualities of CRESYLIC ACID, etc.
ORTHO, META, and PARA CRESOLS, etc.
GLAUBER SALTS, B.P., and COMMERCIAL
LYSOL SUBSTITUTE "ACROSYL"

CONTRACTORS to the BRITISH and other Governments.

DISPENSING BOTTLES & PHIALS.

CLEAR BLUE TINTED, plain or graduated.
3 and 4 ounce. 6 and 8 ounce. 12 ounce.
WHITE PHIALS, plain or teaspoons.
½ ounce. 1½ ounce.
1 " 2 "
BLUE LOTION BOTTLES, all sizes.
Lowest Market Prices Charged.

CORKS. Superior Quality. No advance in price.
5 and 8 ounce ... ... **1s.** per gross, in 6 gross bags.
Vials ... ... **10d.** per gross, in 3 gross bags.
Delivered free within 7 miles, and to certain stations. Particulars on application.

I. ISAACS & CO., Glass Bottle Manufacturers,
106 Midland Road, St. Pancras, London, N.W. 1,
or ISLINGTON BOTTLE COMPANY,
7 New Inn Yard, Tottenham Court Road, London, W. 1.
Orders sent to either establishment have attention.
Established 100 Years.
Bankers: London County and Westminster Bank, Bloomsbury Branch.

SACCHARIN TABLETS

(½ grain 330 in 1 guaranteed)

Packed in Flasks of		Packed in Boxes of	
100s @	21/6 per dozen	1,000 @	17/- per thousand
200s @	43/- ,,	5,000 @	16/10 ,,
500s @	105/- ,,	10,000 @	16/9 ,,

Sold by Weight—115/- per lb., in not less than 1 lb. lots.

Cash with Order. Post Paid by return.
Attractive Window Posters supplied free.

All initial difficulties have now been overcome, and I guarantee my tablets Second to None on the market in Quality, Finish and Price.

Sample free upon receipt of stamped addressed envelope.

Richard HOULT
73 ELFORD GROVE, LEEDS.

IMPORTANT.

TO PHOTOGRAPHIC DEALERS.

Why not sell your stock of Cameras and Accessories before they become stale?

Hundreds of Chemists find themselves with Photographic Goods they are unable to sell owing to present war conditions, lack of film supplies, and staff to work these sidelines. Next year they will be totally unsaleable. We buy them, and give a good price. Ask your neighbours (we are well known), and they will tell you we do our business fairly, promptly, and pay up sharp. We never quibble.

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We will buy anything else Photographic you have, from a 40-guinea Reflex to a 1/- Dark-Room lamp, and give equally good prices, according to demand and current market value. Do not trouble to send specifications. Pack us up a box. On receipt we write you our offer immediately. If we fail to come to terms we send back at once, carriage paid.

We are principal Agents for all the leading Photographic Manufacturers. Ask any of them what they think of our business methods. We receive these testimonials daily:

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H. G., of London.—"I have much pleasure in accepting your cheque for £7 10s., and shall be glad at any future date to have further dealings with you, and to recommend you to any of my friends."

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TWO Window Carboys, pear shape, Fittings, etc.; Specie Jar; Pessary Mould. Apply 240/26, Office of this Paper.

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REQUIRED, 1918 Chemical Society's Journal, complete with proceedings, annual reports, etc.; to be forwarded monthly shortly after publication. State terms to "L." (226/74), Office of this Paper.

Printed for the Proprietors by SPOTTISWOODE, BALLANTYNE & CO., LTD., 1 New-street Square, E.C. 4, and Published by the Proprietors at 42 Cannon Street, in the City of London.—*January* 5, 1918. [88]

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Largest Packers for the Trade.

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Recommended also by *The British Medical Journal, Health, The Chemist and Druggist, Food and Sanitation.*

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During the continuance of the War we cannot undertake orders to make any of the above goods requiring one or more of the metals for their manufacture of which the use for commercial purposes has been prohibited by H.M. Government; but we invite inquiries, as we still have some articles in stock which were made before the prohibition was issued.

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MORRHUOL DE CHAPOTEAUT is extracted from cod-liver oil, and contains all its efficacious properties without the disagreeable taste.
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DROPS
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A harmless antiseptic
preventative against CHOLERA
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& other intestinal disturbances.
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There's Money in "Regina"

There's money in "Regina" Shaving Stick, for the simple reason that "Regina" is a splendid shillingsworth. In quality, in size, in all-round excellence, "Regina" holds the field. From *your* point of view, there's money in "Regina." *It costs you 6d. and retails at 1/-.* Therefore, ask us about

Price's "Regina" Shaving Stick

Steady Demand — Attractive Profit — Arresting Publicity

1/- for 6d.

N.B.—If you haven't had *your* sample, why not write to-day?

1/- for 6d.

Price's, Battersea, London, S.W. 11

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With the Enchanting Perfume of OLD JAPAN.

A SUCCESSFUL NEW LINE,

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STANDARD 3d. SIZE & SHAPE

ALSO

3½d., 4½d., 5½d., & 6d. ROUND BATH

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A splendid advertisement for you. Every tube you sell helps to prove that yours is a pharmacy where the best of everything is sold.

Supplied in tubes of two sizes at **6/0** *and* **12/0** *per dozen, subject. Each size strung on neat display cards of 6 tubes.*

Ideal for Window and Counter Display

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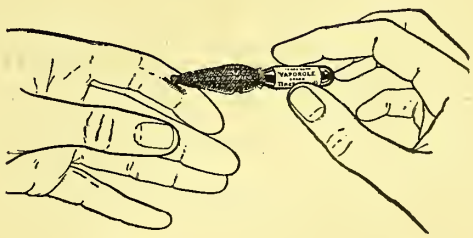
The Handy Antiseptic for Emergencies

For preventing septic poisoning of cuts, scratches and other wounds. It pays to offer this ready steriliser to munition workers, farm helpers, allotment gardeners, volunteers, special constables, nurses; in fact, it ought to be kept handy in every household.



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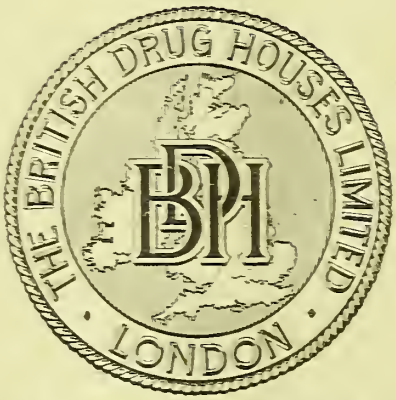

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Wharf Road, N.

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22-30 Graham Street,
City Road, N.

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy and of the Chemical and Drug Trades.
ESTABLISHED 1859.

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Prix de l'abonnement annuel: le journal une fois par semaine, et l'agenda une fois par an, 12s. 6d., franco.

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Terms for advertising in THE CHEMIST AND DRUGGIST can be obtained on application to the Publisher at the

Head Office: 42 CANNON STREET, LONDON, E.C.4.
Telegrams: "Chemicus Cannon, London." Telephone 3617 Central (three lines).
Branches: MELBOURNE AND SYDNEY, AUST.

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Coming Events.

This section of the "C. & D." is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, January 7.

Society of Chemical Industry, London Section, Burlington House, Piccadilly, W., at 8 P.M. Mr. T. D. Morson on "The Toxicity of Methyl Alcohol in Relation to its Industrial Uses"; Messrs. T. F. Harvey, F.I.C., and C. F. Sparks on "The Rapid Estimation of Pyridine in Ammonia."

Tuesday, January 8

Progressive Pharmacy Club, Arundel Hotel, Victoria Embankment, London, W.C. 2, at 8.30 P.M. Mr. F. G. Hines, member of the Council of the Pharmaceutical Society, on "Why We Should Not Relinquish the Title 'Chemist.'" All pharmacists invited.

Wednesday, January 9

Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C. 1, at 11 A.M. Council-meeting.

Manchester Pharmaceutical Association, Chess Club Room, 65 Market Street, at 3 P.M. Mr. J. W. Denkin, member of the Council of the Pharmaceutical Society, on "Whence? Whither?"

Thursday, January 10

North London Pharmacists' Association, Progressive Pharmacy Club, Arundel Hotel, Victoria Embankment, London, W.C. 2, at 3 P.M. Mr. S. W. Woolley, Editor of THE CHEMIST AND DRUGGIST, on "Recent Laws and Regulations Affecting Pharmacy." All metropolitan chemists will be cordially welcomed.

European War News.

Coal-tar Control.

The Minister of Munitions has issued an Order, dated December 31, 1917, to the effect that no person shall until further notice purchase or offer to purchase any coal-tar (whether crude or dehydrated) except under and in accordance with the terms and conditions of a licence. It is provided that no licence shall be required (*a*) by a tar-distiller for the purchase of tar in any quantities, provided that the whole quantity purchased is intended to be, and is, in fact, distilled to pitch by such distiller; (*b*) by any person for the purchase of tar in quantities not exceeding 10 gals. provided that the total quantity purchased by any one person during any one calendar month does not exceed 50 gals The Order of the Minister of Munitions dated September 4, 1917 (*C. & D.*, September 8, p. 33), relating to coal-tar is cancelled.

Crude Solvent Naphtha, Solvent Naphtha, and Heavy Naphtha Controlled.

The Minister of Munitions, in exercise of the powers conferred upon him by the Defence of the Realm Regulations, and of all other powers enabling him, hereby orders as follows: (1) No person shall as from January 10, 1918, until further notice, supply to any person, or take, or accept, or attempt to obtain delivery of any crude solvent naphtha, solvent naphtha, or heavy naphtha, except under and in accordance with the terms and conditions of a licence issued by or under the authority of the Minister of Munitions. (2) All persons engaged in producing, treating, distributing, storing, selling, or dealing in crude solvent naphtha, solvent naphtha, or heavy naphtha, or in any manufacture, trade, or business in which the same or any of them are used shall make all such returns with regard to their businesses and verify the same in such manner (including production of their books) as may from time to time be required by or under the authority of the Minister of Munitions. (3) For all purposes of this Order the expressions "crude solvent naphtha," "solvent naphtha," and "heavy naphtha," shall mean crude solvent naphtha, solvent naphtha, and heavy naphtha obtained during distillation of coal-tar or extracted from coal-gas. (4) This Order may be cited as the Naphtha Order, 1917. (See also *C. & D.*, December 15, 1917, p. 45.) All applications in reference to this Order, including applications for licences, should be addressed to the Director of Raw Materials Supply, Ministry of Munitions, Department of Explosives Supply, Storey's Gate, Westminster, S.W. 1.

Oils and Fats Requisitioned.

By the Oils and Fats Requisition Order, 1917, just issued, the Food Controller takes possession of all the oils and fats, crude or refined (given below), which are in the United Kingdom on January 1, 1918, and all residues and by-products of refining and splitting, and also all such articles as arrive in the United Kingdom or are made after that date with the object of utilising the same in order of priority for the manufacture of food and for other national purposes. Returns have to be made to the Food Controller of all stocks in hand on January 1 and of subsequent arrivals.

Castor oil.	Poppy-seed oil.
Coconut oil.	Rape-seed oil.
Cotton-seed oil.	Shea butter or oil.
Gingelly (sesame) oil.	Soya-bean oil.
Ground nut.	Sunflower-seed oil.
Hemp-seed oil.	Oleine distilled.
Kapok-seed oil.	Stearine distilled.
Linseed oil.	Vegetable tallow.
Maize oil.	
Mowrah-seed oil.	Neutral lard.
Niger-seed oil.	Oleo oil.
Olive oil.	Premier jus.
Palm oil.	Imported tallow.
Palm-kernel oil.	Stearine (beef and mutton).

By the Refined Vegetable Oils Requisition Order, the occupier of every factory or workshop engaged in refining, bleaching, deodorising, pressing, and finishing, or otherwise treating the vegetable oils specified below, is required to place at the disposal of the Food Controller the whole of his production that it may be utilised to satisfy the requirements of the manufacture of margarine and edible cooking compounds in priority to other uses.

Coconut oil.	Niger-seed oil.
Cotton oil.	Palm-kernel oil.
Gingelly (sesame) oil.	Poppy oil.
Ground-nut oil.	Rapeseed oil.
Kapok-seed oil.	Shea oil.
Linseed oil.	Soya oil.
Maize oil.	Sunflower oil.

Imports and Exports (Temporary Control) Bill.

The President of the Board of Trade has received a deputation from the Association of Chambers of Commerce of the United Kingdom in reference to the Imports and Exports (Temporary Control) Bill. The objections to the Bill were stated by Sir Algernon Firth (the President of the Association) to be based on the fear that the control of industry after the war by the Government Departments which are now interfering with it might continue too long, and the apprehension that a man might not be able to conduct his business on his former lines of doing as he liked and selling where he pleased. The Chambers of Commerce wanted safeguarding against undue interference in their industries. Sir Albert H. Stanley, M.P., in reply, said that the Bill did not consider any questions of policy after the war, as no one could foresee what the policy of the Government would be at that time. The Government now controlled practically the entire trade of the country, and when the war came to an end, so complete a transformation would take place that it would be impossible immediately to bring that machine to a stop. The Board had given the matter most careful consideration, and, in their view, just as the machine had been gradually wound up, so must it be gradually unwound. Their desire was that the control should be brought to an end at the earliest possible moment. It had been suggested that the period of control must necessarily be a very long one. He did not accept the view that, owing to the magnitude and length of the war, it would take a very long time before industry could re-establish itself and go on unfettered. The return to a condition which would admit, if not of a total relaxation of control, certainly of a very considerable relaxation of it, would not take such a long time as some people imagined. After careful consideration the Board had inserted a period of three years in the Bill, without contemplating for a single moment that anything approaching the restrictions in the aggregate, as they would exist at the time when the war came to an end, would be continued. Tonnage was a serious proposition, and would be so, especially when the war ended; but he was sure that they would all willingly accept necessary restrictions that our soldiers might be brought back to their homes as quickly as possible.

Personalia.

PRIVATE E. W. WRIGHT, King's Own Yorkshire Light Infantry, has been injured, and is in hospital near his home. Prior to enlistment he was with Mr. George Squire, Ph.C., Haymarket, Sheffield.

LANCE-CORPORAL COWEN, Border Regiment, has been awarded the Military Medal for gallantry in action. Till the outbreak of war he was with Mr. W. H. Wandless, chemist and druggist, Whitehaven.

CAPTAIN H. P. CHURCHOUSE, Adjutant, Royal Warwickshire Regiment, is reported missing since December 3, 1917. Till the outbreak of war, Captain Churchouse was with Southall Bros. & Barclay, Ltd., Birmingham. He then enlisted in the R.A.M.C., receiving his commission in 1915.

LIEUTENANT ERIC ARNOLD SHACKLADY has been awarded the Albert Medal for bravery. Lieutenant Shacklady, who is the son of Mr. J. Shacklady, secretary to Evans Sons Lescher & Webb, Ltd., Liverpool, saved the life of a man during bombing instruction on December 5, 1916, risking his own life and losing his right hand. He was commissioned in May 1915, invalided home the following August, and subsequently appointed bombing officer.

Miscellaneous.

OXYGEN FOR MEDICAL PURPOSES.—In reply to an inquiry, the British Oxygen Co., Ltd., inform us that they do not anticipate that the recent Oxygen Order made by the Ministry of Munitions will in any way affect the supply of oxygen to chemists for use in connection with medical cases. A certain percentage of the oxygen manufactured will be reserved to meet the demand for medical cases, and from past experience the company have every reason to believe that the amount allotted will more than meet the demand.

TRADE AFTER THE WAR.—The Government (says the "Daily Chronicle") have decided to publish the important final Report of the Committee on Trade after the War, of which Lord Balfour of Burleigh is Chairman. There are a majority and a minority Report. Both concur in the necessity for taking measures to prevent "dumping," and for insuring the vitality of "key" and pivotal industries. The minority Report recommends the imposition of an *ad valorem* duty of 10 per cent. on manufactured and semi-manufactured imports.

RUSTLESS STEEL contains 13 per cent. of chromium: the manufacture has been temporarily stopped.

English and Welsh News.

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections of the "C. & D."

Guardians' Affairs.

At a meeting of the Bermondsey Board of Guardians, Mr. T. Taylor drew attention to a case in which 12*s.* 6*d.* per lb. had been charged for formalin tablets, which, he said, could be bought in the ordinary way for 6*s.* per lb. The matter was referred to the Contracts Committee.

The following tenders have been accepted by the Boards of Guardians named:

Bishop's Castle.—Mr. J. E. Gwilliam, chemist and druggist, surgical appliances.

Brighton.—Corbyn, Stacey & Co., Ltd., drugs; May, Roberts & Co., Ltd., druggists' sundries.

Camberwell.—Society of Apothecaries, drugs, etc., for three months.

Cheltenham.—McDougall Bros., Ltd., disinfectant fluid and carbolic soap.

Cranbrook.—Mr. A. J. Gray, chemist and druggist, Hawkhurst, medical appliances.

Derby.—R. Daniel & Son, drugs, etc., for a year.

Marylebone.—Corbyn, Stacey & Co., Ltd., drugs; J. G. Ingram & Sons, waterproof sheeting; S. Maw, Son & Sons, Ltd., druggists' sundries.

Newport (Mon.).—A. Browne, Ltd., surgical dressings.

Wirral.—Oxo, Ltd., oxo.

York.—Mr. F. A. Newey, chemist and druggist, disinfectants; Oxo, Ltd., oxo.

Birmingham.

The 1*l.* shares of Southall Bros. & Barclay, Ltd., stand at 2*l.* 3*s.* 6*d.*

Captain E. C. Bennison, Ph.C., was the Father Christmas at a local military hospital.

Dudley is to have its own (whole-time) medical officer of health, at a salary of 800*l.* per annum.

The new Children's Hospital in Ladywood was opened on December 31 without formal ceremony.

Mr. Marshall Freeman recently expounded the British mark system for goods to the Birmingham Rotary Club.

Of sixty-two lots offered at the Shenstone Court Estate sale, only nine were withdrawn. Good prices were realised.

Two valuable horses died at King's Norton after feasting on yew-leaves, which have the reputation of being more than usually toxic after frost.

Cadbury Bros., Ltd., have offered the whole of their winter milk supply at cost price to the Birmingham Food Control Committee 1,820 packets of cocoa were sent by this firm to the Christmas-tree dinner of the Birmingham "Daily Mail." Among those present at the distribution were Miss G. Southall, Miss Barclay, and Mr. F. H. Alcock, Ph.C.

A special thrift campaign, recently conducted at the works of Cadbury Bros., Ltd., Bournville, has resulted in the investment of 10,075*l.* in Government securities by employés of the company. Facilities are provided for payment in twenty-four monthly instalments, and during this period all the interest received on Bonds will be credited to the depositors' accounts, and thus reduce the purchase price. The investments of Bournville workers during the war amount to over 106,000*l.*

Liverpool.

Delay and abnormal cost are the lot of pharmacists whose scales and weights need readjustment.

Mr. R. C. Herman, chemist and druggist, has been appointed one of the two representatives of the Liverpool Corporation Hospitals Committee on the Committee for the administration of the Venereal Disease Act.

An officious nurse received recently a salutary rebuff. She sent a message to a leading pharmacist, who had been selected by the physician in the case, that she considered the charge for dispensing the prescriptions extortionate. Her patient is wealthy. The prescriptions were immediately returned to the nurse and the medicine had to be obtained elsewhere.

The retail trade unanimously records a large volume of business during the holidays. More still could have been sold had supplies equalled the comprehensive demand. In many cases the bulk of the trade was done on the Saturday before Christmas, and customers arrived in "rushes." A central area pharmacist reports that, for the first time in his long experience, the season passed without the visitations of the drunken; the previous Christmas his window-casing got smashed.

Sheffield.

The half-session of classes in pharmacy, chemistry, materia medica, and botany at the Central Education Department opens on January 8, when new students may join at half the sessional fees.

Miscellaneous.

SCIENCE MUSEUM REOPENED.—The Science Museum, South Kensington, which has been closed to the public for nearly two years, was reopened to the public on January 1.

TAR-DISTILLERS.—"The Times" states that a meeting of coal-tar distillers has been held in London for the purpose of forming a working agreement between the various businesses.

DISINFECTION OF HORSEHAIR.—At the request of the Medical Inspector of Factories, Walsall Borough Council has undertaken the disinfection of horsehair used in the local manufacture of shaving-brushes.

WINDOW-DISPLAY.—Mr. B. Pugh Davies, pharmacist, Haverfordwest, is attracting much popular interest by a window-display of British naval and military medals, ranging from an early period to the South African War.

PETROLEUM IN HUNTINGDONSHIRE.—Two old wells at Ramsey, Huntingdon, have been found to yield petroleum, and samples have been taken for analysis. It has not yet been ascertained whether the source is a natural spring or a "pocket."

"TANK" TAKINGS HELPED.—During the recent visit of a "Tank" to Leeds, investment was greatly stimulated by the generosity of Goodall, Backhouse & Co., who on two successive days presented a 1*l.* Certificate to every twelfth purchaser during certain hours.

SALE OF FOOD AND DRUGS ACTS.—A report of the Essex County public analyst states that three samples of Epsom salt were found unsatisfactory, two containing respectively 8 parts and 19 parts of lead per million, and the third showing 20 parts of arsenic and 9 parts of lead per million.

THEFT CHARGE.—At Newport (Isle of Wight) Police Court on December 17, Frederick Smithers, errand-boy, was bound over, and Catherine Smithers, his mother, was fined 40*s.*, on charges of stealing and receiving a hair-brush and other articles, the property of Mr. Edward Ruston, Ph.C., Newport.

UNSTAMPED MEDICINES.—At Westminster on December 29, Jane Constant was fined 6*d.* for selling African herbal snuff and pills without affixing medicine-stamps. Defendant, who had been cautioned so far back as 1911, said the recipe for the manufacture of these preparations was left her by an old aunt many years ago.

FIRE.—Damage to the extent of about 30*l.* was caused on Boxing Day by an outbreak of fire on the premises of Mr. William J. Pearson, chemist and druggist, Victoria Road, Woolston. Some little difficulty was experienced in rescuing Mrs. Pearson and the family, but the mischief was successfully confined to the cellarage. The loss is covered by insurance.

OPTICAL INSTRUCTION.—Courses of instruction in technical Optics at the Imperial College of Science and Technology are to begin on January 17, with a course of ten weekly lectures by Professor A. E. Conrady on "Workshop and Testing-room Methods." Other courses are on "General Optics," "Optical Designing and Computing," "Practical Optical Computing" and "Photographic Optics."

THE DECIMAL SYSTEM.—Our Parliamentary correspondent is informed that in view of the agreement which has been arrived at between the Association of Chambers of Commerce of the United Kingdom, the Decimal Association and the Institute of Bankers, it has been unanimously decided to introduce in Parliament a Bill embodying the reforms agreed upon in regard to the decimal coinage. Steps will, therefore, be taken to introduce such a measure so soon as possible after the reassembling of the House of Commons. It is understood that Lord Balfour of Burleigh's Committee on after-war problems is likely to make an adverse report in regard to the adoption of such a scheme.

POISONINGS.—An open verdict was returned at an inquest held on December 29, 1917, on the bodies of two sisters, daughters of the late Dr. James Compton-Burnett, residing at Carlton Hill, St. John's Wood, London, N.W. Expert evidence was given to the effect that death was probably due to taking excessive quantities of veronal, a fatal dose of which was estimated to be about 50 grains. Mr. John Thomas Marston, chemist and druggist, Highbury Road, stated that he recognised two of five tablet-bottles produced in court as his, that four or five supplies had been sold to one of the ladies during the last six months, and that a caution had been given her, in the shop, on the danger of indiscriminate dosing with these tablets.—A verdict of "Death from misadventure" was returned in an inquest at Bath on January 1, on the body of an imbecile boy who died of shock and collapse caused by eating soap.

Irish News.

Brevities.

Captain A. H. Murray, Royal Dublin Fusiliers, who was mentioned in despatches last week by Sir Douglas Haig, is a son-in-law of Mr. Huston Lancashire, Ph.C., Ballymena.

Thomas McMullan & Co., wholesale druggists, Belfast, have sent a cheque for 250*l.* to a fund for the erection of a number of whirlpool baths and the installation of an electrical equipment in the U.V.F. Hospital for wounded in Belfast, for the treatment of orthopædic patients.

On December 28, Mr. W. E. Wilson opened new premises at 31 North Street, Belfast, and there continues the retail trade with which he has been identified for the past twenty years as manager for J. & J. Haslett, Ltd., wholesale druggists. Messrs. Haslett, in a circular which they have issued, express the hope that their retail customers will give Mr. Wilson their most generous support.

In the Irish King's Bench last week, in the case of Thomas McMullan *v.* Boyd & Co., Mr. T. W. Brown moved on behalf of the defendants, proprietors of a business in Main Street, Larne, to set aside a judgment for the plaintiffs, wholesale druggists in Belfast, for the sum of 15*l.* 11*s.* 10*d.* The defendant company, counsel stated, consisted of three sisters, Ella, Jane, and Joyce Boyd. It was started by them with the assistance of their brother, who advanced 400*l.* for the purpose. The Sheriff made a seizure of goods, whereupon the defendants paid in all 20*l.* 15*s.* to get him out. The plaintiffs stated that the principal partner in the business was the father of the girls. The application was refused.

Scottish News.

Brevities.

Christmas and New Year window-displays have maintained the pre-war standard.

The pharmacists of Montrose have agreed to close all day on Sundays and public holidays, beginning on January 1.

The quasi-scientific question, "Is dripping cooked food?" has arisen in official correspondence at Cupar over a Food Control prosecution.

A research chemist named St. Armande, of Linwood, near Paisley, was, on December 24, sent to prison for a month for assaulting his wife.

Christmas trade has been very good, but the seidlitz- and headache-powder demand has been limited in consequence of the restrictions on food and beverages.

The mineral-oil industry in Scotland has had a flourishing year, the price of paraffin-wax candles (to take one instance) being about three times that obtaining on their introduction.

Ginger-wine essence has been selling extremely well of late, owing, perhaps, to the prohibitive price of whisky. It is characteristic of the Scot to pledge the New Year in "something hot."

A scheme of rat-poisoning similar to that in operation in West Perthshire (*C. & D.*, October 27, p. 36) is recommended for adoption in Fife by a representative conference, the cost of the operations to be a charge on the public health assessment.

Dispensing has greatly increased during December, and with their depleted staffs pharmacists are finding the work onerous. Thanks to prudent buying, the past year's business has been satisfactory in spite of various restrictions on commerce.

The directors of the Dundee Infirmary have authorised the further purchase of radium at an estimated cost of 300*l.*, the observed results in the radium treatment of cancer being regarded as satisfactory. The treatment of venereal disease at the Infirmary under the new Act has been inaugurated.

A movement is on foot to recognise the work of Professor Patrick Geddes in civic development, art, education, biology, and sociology, by presenting him with his portrait. The hon. secretary of the movement is Mr. G. T. Bisset-Smith, 16 St. Thomas Road, Edinburgh, and the portrait is to be painted by Mr. A. H. Hector.

Glasgow.

Damage to the extent of 200*l.* was caused by a fire on the premises of Mr. W. A. Russell, chemist and druggist, New City Road.

The employés of Cockburn & Co., Ltd., chemists, have given a further contribution of 2*l.* 5*s.* to the British Red Cross Fund.

South African News.

(From "C. & D." Correspondents.)

"The Chemist and Druggist" is supplied weekly to members of all the Chemists' Societies in South Africa.

SCARCITY OF ASSISTANTS.—Qualified assistants are practically unobtainable in the Orange Free State, and unqualified men are commanding good salaries—say, from 20*l.* to 25*l.* per month. Such salaries will, however, only obtain while the war lasts, as a large number of assistants are at the Front. The scarcity of qualified assistants is general throughout the Union.

BUSINESS CHANGE.—Mr. G. Stuart Jones, Ph.C., West Street, Durban, Natal, has converted his business into a limited liability company, with Mr. D. S. B. Anderson, chemist and druggist, as joint managing director. Mr. Anderson has for fourteen years been carrying on suburban pharmacies, which he has now disposed of in order that his whole energies may be devoted to the new business, which will be known as Stuart Jones & David Anderson, Ltd., 332-4 Central West Street, Durban. The capital is 25,000*l.*, and is fully subscribed. Both Mr. Stuart Jones and Mr. Anderson are members of the Natal Pharmacy Board, Mr. Anderson being President.

South African Poison Schedule.

THE FOLLOWING is the poison schedule of the Medical, Dental, and Pharmacy Act (South Africa), which is expected to come into force this month. It is the most recent poison schedule of any part of the British Empire:

DIVISION I.

Not to be sold unless

the purchaser is known or is introduced by some person known to the seller; also

Entry to be made in poison-book of

1. Date of sale;
2. Name and address of purchaser;
3. Name and quantity of article sold, and purposes for which it is wanted; and
4. Attestation by signature of purchaser and person introducing him; and

Must, in every case of sale, be labelled with

1. Name of article;
2. The word "Poison" in English and Dutch;
3. Name and address of person on whose behalf the sale is effected, except

When sold on medical prescription for internal use, then need not be labelled with the word "Poison" nor the name of the article, but entry to be made in prescription-book of

1. Date of sale;
2. Name of purchaser;
3. Ingredients and quantities of prescription.

Arsenic and its salts and their preparations.

Aconite, aconitine and its salts, and their preparations.

Alkaloids.—All poisonous vegetable alkaloids and glucosides not specifically named in this Schedule, and their salts, and all poisonous derivatives of vegetable alkaloids.

Atropine and its salts and their preparations.

Belladonna and all preparations or admixtures (except belladonna plasters) containing 0.1 or more per cent. of belladonna alkaloids.

Cannabis indica and all solid preparations thereof (except cannabis indica plasters).

Cantharides and its poisonous derivatives and all other cantharidin-yielding insects.

Chloral hydrate and its preparations.

Chloroform.

Coca, cocaine and its salts and derivatives, and any preparation or admixture containing 0.1 or more per cent. of coca alkaloids.

Cyanides of potassium and sodium and all other poisonous cyanides and their preparations.

Emetic tartar and all preparations or admixtures containing 1 or more per cent. of emetic tartar.

Ergot of rye and preparations of ergots.

Mercuric chloride (corrosive sublimate).

Nux vomica, strychnine and its salts, and all preparations or admixtures containing 0·2 or more per cent. of strychnine.

Opium, its alkaloids and their salts and poisonous derivatives thereof, and all preparations or admixtures containing 0·75 or more per cent. of any alkaloid or poisonous derivative of opium.

Picrotoxin.

Prussic acid and all preparations or admixtures containing 0·1 or more per cent. of prussic acid.

Savin and its oil, and all preparations or admixtures containing savin or its oil.

Vermin and fly killers, if preparations of poisons the preparations of which are in Division I. of this Schedule.

DIVISION II.

Must, in every case of sale, be labelled with

1. Name of article;
2. The word "Poison" in English and Dutch;
3. Name and address of the person on whose behalf the sale is effected,

Unless sold on medical prescription, when need not be labelled with the word "Poison" nor the name of the article, but entry to be made in prescription-book of

1. Date of sale;
2. Name of purchaser;
3. Ingredients and quantities of prescription.

Acetanilide (antifebrin).

Almonds, essential oil of, unless deprived of prussic acid.

Antimonial wine.

Cannabis indica, all liquid preparations or admixtures of.

Cantharides, tincture of, and all vesicating liquid preparations or admixtures containing cantharidin.

Carbolic acid and liquid preparations of carbolic acid and its homologues containing more than 3 per cent. of phenols.

Chlorodyne.

Chloroform, all preparations or admixtures of, containing more than 20 per cent. of chloroform.

Digitalis.

Exalgin.

Mercuric chloride (corrosive sublimate), all preparations of.

Mercuric iodide.

Nux vomica, preparations or admixtures of, containing less than 0·2 per cent. of strychnine.

Oxalic acid and its soluble salts.

Phenazone (antipyrine).

Poppies, all preparations of, excepting red-poppy petals and syrup of red poppies (papaver rhœas).

Precipitate, red, and all oxides of mercury.

Strophanthus.

Sulphonal and its homologues, whether described as trional, tetronal, or by any other trade name, mark or designation.

Diethyl-barbituric acid and other alkyl, aryl, or metallic derivatives of barbituric acid, whether described as barbitone, veronal, proponal, medinal, or by any other trade name, mark, or designation; and all poisonous urethanes and ureides.

Vermin-killers (see Division I.), compounds containing poisons prepared for the destruction of vermin, if not subject to the provisions of Division I., are in Division II.

All preparations or admixtures which are not included in Division I. of this Schedule, and contain a poison within the meaning of this Act, except preparations or admixtures the exclusion of which from this Schedule is indicated by the words therein relating to carbolic acid, chloroform, and coca.

There is also a schedule of habit-forming drugs consisting of—

"Coca-leaves" (the leaves of *Erythroxylon Coca*);

"Cocaine," including all preparations, salts, derivatives or admixtures prepared therefrom or therewith, and containing more than 0·1 per cent. of cocaine;

"Dagga," "wild dagga," "red dagga," or "klip dagga," including the whole or any portion of the plant *Leonotis orata*;

"Heroin" (diacetyl-morphine), including all preparations, salts, derivatives, or admixtures prepared therefrom or therewith, and containing more than 0·1 per cent. of heroin;

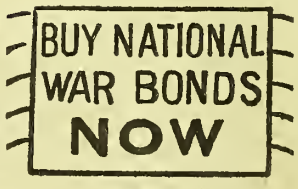
"Indian hemp," including the whole or any portion of the plant *Cannabis indica* or *Cannabis sativa*;

"Morphine," including all preparations, salts, derivatives, or admixtures prepared therefrom or therewith, and containing more than 0·5 per cent. of morphine;

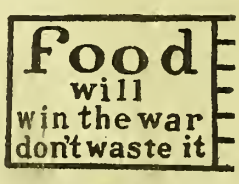
"Opium," including raw or gum opium, solid extract of opium, powdered or granulated opium;

and any other substance which may be added to this Schedule under section *sixty one* of this Act.

War-time Post-marks.



BRITISH.



AMERICAN.

Insurance Act Dispensing.

A Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Reports from Local Centres.

ENGLAND.

Sheffield.—At the last meeting of the Insurance Committee, it was decided to join the Joint Tuberculosis Committee. Councillor Neal and Mr. Moore were appointed to represent the Committee on the North-East Midland Pricing Bureau. A resolution was passed urging the Ministry of Pensions and the Insurance Commissioners to provide, through Insurance Committees, for the medical treatment of non-insured widows and children of soldiers, sailors, and marines. The Panel Committee was granted 100*l.* for current expenses, this amount to be deducted from doctors' accounts according to arrangement. Payment was ordered to chemists of 747*l.* 13*s.* 8*d.* for the balance of October accounts and on account of November.

December Tariff Prices.

The following are the alterations for December in the Drug Tariff issued by the National Insurance Commissioners for England and Wales:

Lower: Acid. acetylsal., 1*s.* 7*d.* oz.; acid. benzoic. (synthetic), 1*s.* 6*d.* oz. acid. citric. pulv., 4*s.* 1*d.* lb.; acid. salicylic., 10*s.* lb.; ammon. ichthosulph., 3½*d.* oz.; phenacetin., 5*s.* 6*d.* oz.; salol. 1*s.* 1*d.* oz.; sodii salicylas (cryst.), 12*s.* lb.; tab. phenacetin. gr. v., 6.66*d.* per doz.; tab. phenac. co. B.P.C., 6.84*d.* per doz.; boric lint, 4-oz. packet, 8.25*d.* *Higher*: Acetanilidum, 5*s.* 8*d.* lb.; acid. acetic. glacial., 4*s.* 9*d.* lb.; acid. carbolic. liq., 2*s.* 6*d.* lb.; acid. tannic., 10*s.* 6*d.* lb.; adeps præp., 2*s.* 1*d.* lb.; ammon. chlor., 1*s.* 2*d.* lb.; barbitonum, 12*s.* 6*d.* oz.; butyl-chloral hyd., 10*s.* 6*d.* oz.; cocain. hydrochlor., 9*s.* 6*d.* dr.; collod. belladon. B.P.C., 16*s.* 8*d.* lb.; conf. guaiaci co. B.P.C., 2*s.* lb.; conf. piperis, 3*s.* 2*d.* lb.; conf. sennæ, 1*s.* 8*d.* lb.; emuls. ol. morrh. c. hypoph. B.P.C., 2*s.* 10*d.* lb.; ext. bellad. liq., 22*s.* 6*d.* lb.; ext. casc. sagr. liq., 2*s.* 10*d.* lb.; ext. cinchonæ liq., 5*s.* 3*d.* lb.; ext. ergot. liq., 6*s.* 4*a.* lb.; ferri et quin. cit., 20*s.* lb.; glycer. acid. boric., 4*s.* 2*d.* lb.; glycer. acid. tannic., 5*s.* 9*a.* lb.; glycer. pepsin., 6*s.* 8*d.* lb.; glycer. thymol. co. B.P.C., 1*s.* 7*d.* lb.; hexamina, 6*s.* 8*a.* lb.; hydrarg. iod. rubr., 1*s.* 6*d.* oz.; inf. buchu conc., 5*s.* 6*d.* lb.; inf. senegæ conc., 4*s.* 3*d.* lb.; iodoformum, 2*s.* oz.; iodum, 1*s.* 6*d.* oz.; lin. belladon. meth., 12*s.* 6*a.* lb.; lin. camph., 3*s.* 8*d.* lb.; lin. pot. iodid. c. sap., 3*s.* 8*d.* lb.; lin. sap. meth., 1*s.* 9*d.* lb.; lin. terebinthinæ, 1*s.* 9*d.* lb.; liq. ferri perchl. fort., 7½*d.* lb.; liq. formaldehyd., 1*s.* 9*d.* lb.; liq. formaldehyd. sap., 3*s.* 10*d.* lb.; liq. potassæ, 7*d.* lb.; liq. strych. hydrochl., 2*s.* 10*d.* lb.; mel boracis, 2*s.* 1*d.* lb.; ol. amygdalæ, 3*s.* 10*d.* lb.; ol. caryoph., 22*s.* lb.; ol. cubebæ, 3*s.* 2*d.* oz.; ol. olivæ (sublime), 24*s.* 6*d.* gal.; ol. ricini E.I. No. 1 (bleached), 1*s.* 10*d.* lb.; ol. santal., 4*s.* 9*d.* oz.; ol. tereb. rectif., 1*s.* 6*d.* lb.; oxymel scillæ, 1*s.* 6*d.* lb.; papav. capsulæ ang., 6*s.* 6*d.* per 100; paraff. dur., 1*s.* lb.; pasta zinci co. B.P.C., 2*s.* 6*d.* lb.; pasta zinci et gelatin. B.P.C., 3*s.* 6*d.* lb.; podoph. res., 2*s.* 1*d.* oz.; potassa sulphurata, 3*s.* 4*d.* lb.; pot. acet. (dry granules), 5*s.* 4*d.* lb.; pot. bicarb., 3*s.* 6*d.* lb.; pot. brom., 9*s.* lb.; pot. iod., 17*s.* 6*a.* lb.; pot. tart. acid., 3*s.* 10*d.* lb.; pulv. amygd. co., 5*s.* lb.; pulv. jalap. co., 4*s.* 9*d.* lo.; pulv. scammon. co., 10*s.* lb.; pulv. sodæ tart. eff., 10.50*d.* per doz.; santonin, 13*s.* 9*d.* oz.; sapo mollis, 3*s.* lb.; sodii brom., 4*s.* 3*d.* lb.; sodii iod., 1*s.* 8*d.* oz.; sodii phosph., 1*s.* 1*d.* lb.; sodii phosph. acid., 2*s.* 8*d.* lo.; sodii phosph. eff., 3*s.* 6*d.* lb.; spt. æther. nitrosi, 5*s.* 6*d.* lb.; spt. ammon. aromat., 4*s.* 3*d.* lb.; spt. juniperi, 13*s.* 4*d.* lb.; strych. hydrochl., 6*s.* oz.; syr. ferri iod., 2*s.* 6*l.* lb.; syr. ferri phosph. co. B.P.C., 1*s.* 4*a.* lb.; syr. scillæ, 1*s.* 1*d.* lb.; syr. tolut., 1*s.* 2*d.* lb.; tab. acid. diethylbarb. gr. v., 21.24*a.* per doz.; terebenum, 3*s.* 6*a.* lb.; tr. belladon., 6*s.* 2*d.* lo.; tr. iodi fort., 7*s.* 8*d.* lb.; tr. iodi mit., 6*s.* 8*d.* lb.; tr. rhei co., 3*s.* 6*d.* lo.; ung. bellad., 1*s.* 6*d.* oz.; ung. gallæ c. opio, 10*s.* 6*d.* lb.; ung. iod. ruor., 3*s.* 8*d.* lo.; ung. iodoformi, 5*s.* lb.; ung. paraffin. alb., 1*s.* 7*d.* lb.; ung. picis liq., 1*s.* 10*d.* lb.; ung. plumbi iod., 4*s.* 9*d.* lb.; ung. pot. iod., 4*s.* 9*d.* lo.; ung. resinæ, 3*s.* 2*d.* lb.; ung. staphisagriæ, 3*s.* 4*d.* lb.; zinci oleostearas, 2*s.* 10*d.* lo.; zinci valerian., 4*s.* 6*d.* oz. Poison-bottles, up to and including ½-oz., 1.19*d.*; 1-oz., 1.43*d.*; 2-oz., 1.64*d.*; 3-oz., 1.94*d.*; 4-oz., 1.98*d.*; 6-oz., 2.26*d.*; 8-oz., 2.30*d.*; 10-oz., 3.05*d.*; 12-oz., 3.20*d.*; 16-oz., 3.53*d.*; 20-oz., 4.65*d.* Unmedicated lint, 1-lb. packets, 46.00*d.* Wools: cotton, 2-oz., 4.50*d.*; 1-lb., 30.00*d.*; boric and sal-alembroth, 33.00*d.* per lb. Oiled silk, yellow, per yd. 35.00*d.*; oiled paper, per sheet, 1.50*d.*

Notes.

AROMATIC WATERS.—The National Health Insurance Commissioners have decided that aqua chloroformi and aqua camphoræ are not aromatic medicated waters within the meaning of Clause 16 of the Chemists' Agreements for 1918. These should not, therefore, be charged "ex conc."

CENTRAL CHECKING BUREAU.—The charge made by the Pharmaceutical Society for checking 10 per cent. of the Insurance prescriptions for any area has been reduced for 1918. Among the baits offered by the Bureau is "the opportunity of participating in the Enquiries Section," which is calculated to rope in any doubters.

The Margin of Error.

By Frank C. Hines.

IT is unfortunate that one important matter has been entirely ignored by the Local Associations Executive in considering National Health Insurance terms for 1918. No allowance is ever made for the margin of error in pricing prescriptions and compiling the amount of these to arrive at the payment due to the chemist. One cannot too often impress on every panel chemist the inadequacy of the present system under which he receives his cheque. Let him realise this: (1) He knows nothing of his blank prescriptions after mailing them to the Pricing Bureau; (2) his batch of priced prescriptions is never checked or examined as a whole (unless special arrangements have been made to secure this). Thus he cannot personally test the efficiency of the pricing nor personally control any checking system. Such a state of affairs is deplorable. A most undesirable atmosphere is already created in respect to this work. The cheque that is paid must in a vast number of cases be incorrect. It may be inadequate: who knows? The last word in respect to those priced invoices should rest with and be under the direct control of the individual receiving the payment. Is that not obvious common sense and an obvious business proposition? Twice I have directed the attention of the Council of the Pharmaceutical Society (in Committee) to the dangers arising from the present situation. But any old excuse—my motion is not happily worded, or some such piffle—is good enough to enable them to shuffle out of their responsibilities. The point is that any individual should, if he so desire, be able, month by month, to test the accuracy of his payment. Yet the very system that the Society brought into existence discourages any such accuracy and is even endangering the clause in the Regulations designed to that end. Let every Pharmaceutical Committee weigh up this fact—that unless the checking contract they make secures for every individual contractor undoubted accuracy in respect to his payment, they are doing a great wrong to every man on the panel. Because it is an utter delusion to use the word "check" when quite an appreciable shortage in payment may and does occur. Secondly, in agreeing as a Committee to some partial examination of prescriptions the Committee is imperilling the right of "reasonable facilities" to other panel colleagues. The man seeking definite assurance that his cheque is right can be met with the argument, "Oh, no; we cannot let you see your prescriptions. Your local Committee, acting on your behalf, has deputed your central office to do this work. If they are satisfied you must be." For reasons which I despise, the Pharmaceutical Society has been content to lull the panel chemists into a sense of false security in respect to the payments. I have given my colleagues on the Council an opportunity of doing their duty by suggesting to them that they should instruct Pharmaceutical Committees to protect the individual payment. They prefer that the Local Associations Executive—which is or is not under their control according to whether the question is one of money or not—shall continue to delude the panel chemist with the suggestion that his payments are being checked. And the Council were real angry because I once called them "insincere." Unless in the final payment allowance is made for a margin of error, the individual contractor must have it absolutely within his power to satisfy himself that a perfectly correct payment has been made. Will every Pharmaceutical Committee make it its business to see that every cheque paid is correct? It can be done and must be done, but the Pharmaceutical Society is indisposed to tackle a business proposition.

Almanacs and Calendars.

THE FABRA CO., LTD., 46 Vicar Lane, Bradford, distribute a tasteful calendar to hang or stand, with figures printed in red and black alternately. Postal and other information add to its utility.

RIDLEY'S ALMANAC is a handy book of 88 pages, 8½ in. by 5½ in., issued, for the twenty-fifth year in succession, by T. Ridley & Son, chemists, Carlisle. A print in colour, after P. Tarrant's picture, "At the Cottage Door," forms an inset among a well-arranged list of the firm's proprietaries, where medical and domestic "tips" are also to be found.

JAMES WALKER (DUBLIN), LTD., 50 Cannon Street, London, E.C., send out a satin calendar that is a triumph in a double sense. Not only are the spacing and colouring all that can be desired, but also the whole of the work has been carried out at the Royal Color Printing Works, Dublin. Satin printing was, prior to the war, an almost exclusively German industry; and the fact that it has been so successfully established here carries its own encouragement "to all whom it may concern."

A GOOD FLOOR-STAIN may be made with Brunswick black thinned down with turpentine. It takes a good polish and is more economical than varnish.

Birth.

WELLS.—At 76 Crescent Lane, Clapham, London, S.W., on December 27, 1917, the wife of F. G. Wells, pharmacist, of a son.

Marriages.

ATTENBURROW—GARFIELD.—At the Congregational Church, Melton Mowbray, on December 19, James Attenburrow, pharmacist, to Miss Garfield, both of Melton Mowbray.

ELLSON—BEAULAH.—At St. Philip's Church, Sheffield, on December 26, 1917, by the Rev. H. Cecil, Frederick W. Ellson, Ripley, to Maude, elder daughter of Mr. W. Beaulah, chemist and druggist, Upperthorpe, Sheffield, district manager to Boots, Ltd.

Deaths.

ALLENBY.—At Helmsley, on December 30, 1917, Mr. John Edward Allenby, Ph.C. Mr. Allenby succeeded his father in business as a pharmacist. He was highly esteemed locally, but owing to failing health had not been able to take part in public work lately. He leaves a widow and family.

BARNARD.—At 6 Cranfield Road, Brockley, London, S.E., on December 29, Mr. William John Barnard, aged sixty-nine. Mr. Barnard was connected with the drug-trade for fifty years.

BRIGHT.—At 48 Bridge Street, Peterborough, on December 20, 1917, suddenly, Mr. Richard Henry Doubleday Bright, chemist and druggist, aged fifty-seven. Mr. Bright succeeded his father in business in 1885. Of his three sons, one was killed in action in August 1916 (*C. & D.*, September 9, 1916, p. 38), and the other two are still on active service.

DIXON.—At Fallowfield, on December 30, Olive Beechey, wife of Dr. Harold Baily Dixon, Profesor of Chemistry in the University of Manchester, aged fifty-four.

HAYLES.—At Portsmouth, on December 23, 1917, Eliza, widow of the late Mr. W. W. Hayles, chemist and druggist, aged seventy-six. Mrs. Hayles carried on the business at Arundel Street, Portsmouth, for a considerable time after the death of her husband about fifteen years ago.

HOLZHAUER.—At Newark, N.J., U.S.A., of apoplexy, on November 19, Mr. Charles Holzhauer, President of the American Pharmaceutical Association, aged seventy. Deceased was the proprietor of a busy pharmacy at 787 Broad Street, Newark, and graduated from the New York College of Pharmacy in 1873. He was installed as President of the A.P.A. in 1916.

NEWTON.—On December 30, 1917, Mr. Edgar Williams Newton, of Beaufort, Monkseaton, Northumberland, son-in-law of Mr. J. C. Hewlett, Beckenham, Kent, aged forty-four.

OAKEY.—At Chorlton-cum-Hardy, on December 16, 1917, Mr. Joseph Oakey, chemist and druggist, aged seventy-two.

PARK.—At 4 Park Terrace, Silloth, on December 24, 1917, Mary Anderson Park, wife of Mr. William Park, chemist and druggist, late of Broughty Ferry. Mrs. Park was a member of the local Ladies' Committee at the British Pharmaceutical Conference held in Dundee in 1902.

RILEY.—On December 18, Mr. William Riley, manufacturing chemist, Huddersfield, aged fifty-eight.

SALTER.—At Hanwood, on December 15, Mr. Joseph Birch Salter, chemist and druggist, aged eight-four. Mr. Salter was for many years in business at Castle Street, Shrewsbury.

SMITH.—At Alleyne House, Farncombe Road, Worthing, on December 29, Sarah Holland, the loved wife of the Rev. J. Henry Smith, Chaplain of the Spectacle-makers' Company, and formerly headmaster of Alleyn's School, Dulwich, aged seventy-six.

WRAY.—On January 1, suddenly, Mr. John Wray, managing director of Wray's Drug Co., Ltd., 8 High Holborn, London, W.C., aged sixty.

WRIGHT.—At Chesterfield, on December 26, of pneumonia, Mr. George Wright, chemist and druggist, aged sixty-four. Mr. Wright opened in business at Chesterfield forty years ago, and was a Past-President of the Chesterfield and District Pharmacists' Association. The interment took place at Newbold, the first portion of the service being held at Holy Trinity Church, Chesterfield, of which Mr. Wright had been rector's warden for some years. The local Association was represented by Messrs. Barfoot, Furness, Greaves, and Toplis.

Died on Service.

DACCUS.—Private E. Daccus was killed by shell on November 30, 1917. Till enlistment he was with Taylors' Drug Co., Ltd., Burley Hill, Leeds.

EVERITT.—Lance-Corporal T. A. J. Everitt, Norfolk Regiment, was killed in action in Flanders in October 1917. Lance-Corporal Everitt served his apprenticeship with, and was subsequently assistant to, Mr. E. Gane Inge, pharmacist, Mundesley and North Walsham, who is now a Major on active service in the R.A.M.C. in Italy, where he has received the news with deep regret.

HORNER.—Drowned at sea while on active service, on the night of December 21, Flight Commander (Acting Lieutenant, R.N.) William Frith Horner, R.N., beloved and only son of Mr. Leonard Horner, of Wayside, Warlingham, Surrey, aged twenty-two.

HOUGH.—Sergeant Alfred Hough, R.A.M.C., is reported killed in action on November 30, 1917. Sergeant Hough, who qualified as a pharmacist in 1910, was subsequently manager for Boots, Ltd., at their Hinckley branch. He was rejected for the Army on first volunteering, but eventually saw service in France and elsewhere, and on one day made fourteen journeys in search of the injured. He was about to study for a commission.

JACKSON.—Private Lawrence Jackson, Northumberland Fusiliers, is reported killed in action. Private Jackson served his apprenticeship with Mr. J. C. Hardman, chemist and druggist, Yeadon, and was till enlistment an assistant with Mr. A. B. Payton, chemist and druggist, Crescent Road, Harrogate.

Personalities.

MR. GEORGE H. BROADBENT, chemist and druggist, Bowling Old Lane, Bradford, has just celebrated his silver wedding.

MR. M. H. STILES, Ph.C., French Gate, Doncaster, was the churchwarden in charge of the recent Christmas distribution of gifts at the Parish Church.

MR. W. CYRIL BINKS, of Raimes & Co., York, contributed a poem in elegiac vein, under the title, "Christmas, 1917," to the "Yorkshire Herald" of December 24.

MR. CLARENCE S. BROADBENT, son of Mr. H. Broadbent, F.I.C., F.C.S., works-manager for Goodall, Backhouse & Co., Leeds, has been awarded an open classical scholarship at Queen's College, Oxford.

A PORTRAIT of the late Mr. Josiah Gill, J.P., chemist and druggist, who died on June 17, 1917, has been unveiled at the Wesleyan Sunday School, Melton Mowbray, of which he was superintendent for thirty-seven years. The ceremony was performed by his son, Mr. Josiah Gill.

MR. DAVID J. WILLIAMS, Ph.C., F.C.S., Principal of the Bath College of Pharmacy, was on December 28, 1917, presented by the students of the school with a silver cigarette-case; and on the same occasion Mr. J. S. Retter, pharmacist, was the recipient of a case of hair-brushes.

MR. H. E. THOMPSON, pharmacist, has been appointed by the Most Worshipful Provincial Grand Master of the North-East Riding of York to the position of Provincial Grand Superintendent of Works. Mr. Thompson, who resides at Beverley Road, Hull, qualified in 1887, and has represented Southall Bros. & Barclay, Ltd., in the North of England for nearly twenty-one years.

MR. P. W. SQUIRE, Ph.C., F.C.S., F.I.C., F.L.S., Oxford Street, London, W., on January 1 completed fifty years as chemist on the establishment of the Royal Household, having been gazetted to Queen Victoria on December 31, 1867, to King Edward in 1901, and to King George in 1910. Mr. Squire was originally gazetted jointly with his father to "the place and quality of Chemist and Druggist upon the Establishment in Ordinary to Her Majesty Queen Victoria."

ALDERMAN JOHN GILLING, Ph.C., Deputy-Mayor of Saffron Walden, has been appointed a Justice of the Peace for the borough. Prior to 1864, in which year he passed both the Minor and the Major examinations, Mr. Gilling gained experience with Reinhardt & Sons, Ltd., Leeds, and Tomlinson & Hayward, Ltd., Lincoln. Two years were then passed with Ferris & Co., Ltd., Bristol, and in 1867 Mr. Gilling purchased his present business. For over fifty years he has also acted as Secretary and Assistant-Treasurer of the local hospital; and for thirty-four years he has been prominent in the Town Council. He was Mayor in 1896-1897, and again since in a brief interregnum; and on two occasions he has filled the chair of the Walden Lodge of Freemasons. At the age of seventy-four, Alderman Gilling still takes an active part both in his business and in the work of the Town Council, of which he is the oldest member and the senior Alderman.

A Year of Better Business.

"WHAT are the prospects for better business during 1918?" This is a question many chemists may ask. The slogan "Business as usual," used by many during the early months of the war, is quite out of place now. Whereas some chemists are busier than ever, in other districts they are finding it a struggle even to meet expenses, and in this article I propose to offer a few suggestions of ways and means for bucking-up business.

WOMEN IN THE PHARMACY.

To overcome the labour difficulty, those chemists whose business cannot be worked single-handed, and who have not already done so, will do well to take steps at once to engage and train young ladies in the routine work of the pharmacy. It is impossible, of course, to train and turn out an efficient dispenser in a few weeks, but a young lady can be trained, and will adapt herself to such work as putting up stock, stockkeeping, bookkeeping, window-dressing, etc., in much less time than a boy, and, with this work taken off his hands, the principal can devote his time to the more responsible work of dispensing, handling poisons, and serving customers. The stores and multiple shops have recognised this for years, and up-to-date chemists have come into line, but there are still many of the older school who regard the appearance of petticoats behind the pharmaceutical counter as *infra dignitatem*. The war has upset all these notions, and the lady assistant has come to stay.

Several of the London stores have instituted training schools for shop-girls, as a means of providing efficient substitutes for the men called to the Colours. In many cases the wife or sister of the absent assistant could, with a few weeks' training, fill the gap and lighten the burden of the busy pharmacist. There are points worth remembering when a woman is engaged. She is naturally more sensitive than a man, and will require more diplomatic management. It has been proved beyond doubt that eight, or at the most nine, hours a day is the longest time a girl should be on duty. A seat should be provided, and ample opportunity given for using it. If a girl commences work at eight o'clock, every facility should be given for obtaining lunch between ten and eleven. See that a proper dressing-room is provided, and everything done to make her surroundings cheerful and comfortable.

MORE BUSINESS.

The best way to set out for more business is to have a fixed policy, map out a definite plan for the year, what you will do and how you will do it, then go ahead; leave nothing to chance. The man who progresses to-day is the man who does things a little better than others.

Get the personal touch into your pharmacy; make it different from others. After reading this article I want you to go outside your business, see it from the customer's point of view, do this for a week or more, then ask yourself these questions:

Is my business all that it should be?
Is my shop-front smart and up to date?
Are my windows dressed to sell or show goods?
Are my counters bright and clean?
Have I done everything possible to make my shop inviting to customers?
Am I moving with the times or settling into a rut?

The man who sees his business only from the inside is the man who stands still, but the one who gets on the outside sees greater possibilities for improvement and, taking advantage of modern methods, makes progress and profit.

How often do you go shopping? I know many chemists who stick in their business almost day and night. If a collar or tie is wanted the wife or someone is sent for it. This is a great mistake; go out yourself, get into other people's shops, see what they are doing, what kind of service they give. Often you will find faults in other businesses, and yet when you come back find the same faults exist in your own.

COMPETITION.

Watch your competitors, of course, but don't worry too much because they are selling something a halfpenny lower than you. This may be only a sprat to catch a mackerel; you must look after the mackerel. There is a more serious kind of competition than that—namely, quality and service. It is on the latter I wish to lay stress. Give the best quality always, and then see that you are giving the best service.

A pleasant face for every customer; no grumbling when asked to exchange some article; satisfy them or give the money back. Marshall Field it was who said, "The customer is always right." Don't be continually pushing your own when asked for an advertised line. People soon tire of this, and go where they get what they ask for. You may be selling just as cheap as the man down the street, but take care that there are no reasons why people would rather go to the other shop. Don't make promises if you cannot keep them, just to prevent the customer going elsewhere. War-time is no excuse for broken promises, and a disappointed customer is worse than no customer at all. Make yours a personal business; personality is one of the greatest assets to the small retailer.

ABOUT YOUR WINDOW.

Here, again, is a fine opportunity for personality. Make your window different from others. Don't attempt to crowd some of every article you stock into it, as if it were a sort of art gallery. To get 100 per cent. value from a shop-window it should be dressed with the following objects:

First, to attract the attention of the passer-by.
Second, to excite curiosity.
Third, to create a desire to buy.
Fourth (most important), to entice the probable customer into the shop.

A window filled up with twenty or thirty different articles cannot possibly do this. When a person is confronted with such a window the result is something as follows: There being no particular article to attract definitely the attention of a person passing hurriedly, only about 2 per cent. of the passers look in the window at all, and their minds are so confused by the variety of articles displayed that the ultimate result is no purchase at all, and no lasting impression of any particular article. Many chemists believe that they lose sales by not showing one or more of every article stocked. I think that is a mistake. Make suggestion a selling-force in your windows; dress them to sell, not to show goods. Some men take infinite pains in dressing their windows, but omit one very essential point, the price-ticket. The price is what clinches a sale, and many a customer turns away rather than go inside to ask the cost of some article he would buy if he knew the price. If your prices are right, don't be afraid to make them known; if they are not, make them right or give up selling altogether.

ADVERTISING.

At the present time advertising is restricted by the Paper Restriction (Posters and Circulars) Consolidation Order, but the newspaper Press is still available for chemists who wish to make announcements to the public. It should be noted also that retailers may exhibit on their premises posters of goods sold at the premises where the poster is shown. Posters may not be made which exceed two thousand four hundred square inches in superficial measurement, but posters relating to the same subject may be exhibited at the place of business of the person advertising so long as in the aggregate they do not exceed a superficial area of two thousand four hundred square inches. The posters must not refer to any competition involving guessing or any test of skill. If you use newspaper advertisements change them frequently, and let them have the personal touch which will link them up with your pharmacy.—*Herbert E. Kendrick.*

Tales of Oenophus.

III.—Ugloh and Ugoh.

HAPLY there be not many Wrestlers in Farma Zooticks who know not ye knightlie Ugloh. For he is of Gracious Presence and hath tilted atte many Tournaments. Moreover he hath Brought It Offe in six Cases out of seven. He possesseth ye Gifte of ye Gabbe, being learne'd in ye Lawe and in Dyplomacies. Wherefore he swiftly became ye Power behind ye Throune. Yet Ambition beckkt him further on.

"In Farma Zootieks," quo' he, "ye knightlie Game can be played but paltrily. It holdeth no place for a kareer."

So in ye Great Warre he became Chief Buyer of Physick for ye Centurions, and hobnobbed with ye Spellbinders of Sancte Stephen.

Nowe Ugoh was a Renegade and spake Wilde Wordes concerning Ugloh and his Court. Whereat Men marvelled and Ugloh saith: "Whence this Rufus with the Serpent Tongue? Methinks he must be After a Jobbe. Absorb him among ye Council of Wise Men!"

But ye wily Ugoh shunned Absorption, preferring ye Wilderness and Home Trewthes.

"A Glackso in hand," cried he, "is worthe two Uglohs in ye Bushe."

Trade Notes.

DR. STEDMAN'S TEETHING-POWDERS.—Particulars of the wholesale and retail prices of these powders are given in the advertising-pages of this journal.

MALLAGH & CO., 19 St. Dunstan's Hill and 9 Harp Lane, London, E.C. 3, mention their specialities in their advertisement. These include eucalyptus oil and saccharin.

NEWMAN'S PORTREVIVER is a liqueur tonic adapted for beverage purposes which is advertised in this issue by H. & C. Newman, 41-42 Upper Rathbone Place, W. 2. It is non-alcoholic.

NOSTROLINE is a preventive and cure for cold in the head, nasal catarrh, etc., which is strikingly advertised in this issue by Harold E. Matthews & Co., manufacturing chemists, Clifton, Bristol. The retail price is protected at 1*s.* 3*d.*

ZEE KOL SKIN-CURE.—The Zee-Kol Manufacturing Co., 39 Mitchell Street, Old Street, London, E.C. 1, have an advertisement in this issue which takes the form of an address to chemists. The "Zee Kol News," as the page is called, tells of the uses, prices, and sources of supply of this skin-cure.

PHENOQUIN is chemically 2-phenyl-quinolin-4-carboxylic acid, or phenyl cinchoninic acid, and is claimed to be the British equivalent of the German atophan. It is manufactured by Southall Bros. & Barclay, Ltd., Birmingham, who give in their advertisement in this issue further particulars of this new product.

DR. J. COLLIS BROWNE'S CHLORODYNE is now supplied in two sizes only—1*s.* 3*d.* and 3*s.* The minimum retail prices are 1*s.* 2*d.* and 2*s.* 10*d.* The advertisement in this issue of J. T. Davenport, Ltd., 117 Union Street, London, S.E. 1, calls attention to the wholesale prices and to the fact that wholesale houses supply on these terms, so that it is advantageous to obtain chlorodyne with other goods.

WATERGLASS for egg-preserving is likely to be in greater demand in the coming season Chemists should therefore particularly note that Tomlinson & Hayward, Ltd., Lincoln, are offering supplies now, and those who can develop a trade in this article should see that they book orders for a supply in good time. The same company also offer Luddington's oils, now in demand for the lambing season and more necessary than ever.

MAGLACTIS.—Oppenheimer, Son & Co., Ltd., 179 Queen Victoria Street, London, E.C. 4, send us a sample of Maglactis, a preparation of magnesium hydroxide in the form of an emulsion. Maglactis is used for correcting acidity of the stomach and also as a mouthwash for ensuring the absence of acid secretions. The taste is not unpleasant, which makes the preparation an ideal one for children. We have also received a sample of pulverette lecithin, which is in demand at the present time as a nerve-restorative. Each pulverette contains one grain of lecithin, and these are supplied in bottles of 200, selling at 2*s.*

HYPOLOID SCOPOLAMINE.—The use of scopolamine is increasing for promoting painless childbirth by narcotising the patient and producing the condition known as "twilight sleep." Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C. 1, who had previously issued hypoloid scopolamine hydrobromide (gr. $\frac{1}{100}$) and tabloid hypodermic hyoscine hydrobromide for this purpose, have placed on the market hypoloid scopolamine hydrobromide gr. $\frac{1}{150}$ and gr. $\frac{1}{250}$. These new strengths are in accordance with the report of the Committee appointed by the Royal Society of Medicine to investigate scopolamine-morphine narcosis in childbirth. The hypoloid drugs are sent out in hermetically sealed phials, each containing 0.5 c.c. of sterilised solution, and form a means of administering an exact dose in the condition of highest purity.

SPANISH ESSENTIAL OILS.—The Lonabarc Trading Co., 60 Fore Street, London, E.C. 2, submit samples of Spanish essential oils for which they are the London agents. The samples are spike-lavender oil, rosemary oil, geranium oil, red-thyme oil, pennyroyal oil, and sago oil, and so far as we can judge from physical tests, such as odour, these are all characteristic of the particular oils. We have also seen analytical reports on the oils from the chief essential-oil expert in London, who testifies that the samples sent him were genuine—the geranium oil being referred to, for example, as of "excellent quality." These essential oils are, we are informed, distilled by a Spanish firm of very high standing, and there is no doubt that if the quality is maintained and the price is kept at a reasonable figure, the oils will supersede those hitherto imported from Germany. We hope the oils will meet with success on the London market.

Trade-marks Applied for.

The figures in parentheses refer to the classes in which the marks are grouped, for a list of which, with particulars as to registration, see "The Chemist and Druggist Diary," 1917, p. 220.

(From "The Trade-marks Journal," December 5, 1917.)

"CHARRIS"; for food-substances (42). By C. & T. Harris & Co., Ltd., 1 The Strand, Calne. 379,990. (Associated.)

"SYNTHENE"; for food-substances (42). By S. H. Maconochie, 128 High Holborn, W.C. 1. 280,253.

"MOTHERLAND," for goods (47); "KUBIA KHAN," for perfumery, etc. (48). By C. Thomas & Bros., Ltd., Broad Plain Soap Works, Bristol. 379,882/843.

"DEODORA"; for perfumery, etc. (48). By Morny Frères, Ltd., 201 Regent Street, W. 1. 379,961.

"A TOI," "ROMANESSA," "LES ISLES D'OR," "DERNIERES ILLUSIONS"; for perfumery, etc. (48). By The Standard Tablet Co., Ltd., Hove. 380,300/303/304/305.

(From "The Trade-marks Journal," December 12, 1917.)

Crescent-shaped device with letters "B. M. & Co."; for chemicals (1 and 2), and for bicarbonate of soda and salt (42). By Brunner, Mond & Co., Ltd., Northwich, Cheshire. 380,176, 380,177/179. (Associated.)

"THISTLE BRAND" and picture of thistle and leaves; for chemicals (1). By J. Crosfield & Sons, Ltd., Warrington. 380,416. (Associated.)

"STANNOXYL BRAND REMEDY FOR BOILS OR OTHER DISEASES INDUCED BY STAPHYLOCOCCI"; for medicinal chemicals (3). By J. M. Robert, 37 Rue de Bourgogne, Paris. 379,084.

"WIZARD"; for foot-arch supports, etc. (11). By A. E. Block, 906 Olive Street, St. Louis. U.S.A. 378 168.

"COCREME"; for food-preparations (42). By W. Simpson (Manchester), Ltd., Urmston Lane, Stretford, Manchester. 379,226.

New Year's Honours.

THE NEW YEAR'S HONOURS LIST does not contain the names of anyone directly connected with pharmacy, but several of the persons mentioned are known to the drug-trade. Sir J. B. Lonsdale, Bart., who is made a baron, is chairman of Levinstein, Ltd., aniline-dye makers, Blackley, Manchester. Sir Henry Norman, Bart., who is to be sworn of the Privy Council, was Chairman of the Select Committee on Patent Medicines which reported in 1914. Mr. H. K. Wood, Chairman of the London Insurance Committee, receives a knighthood. Mr. John Anderson, Secretary of the National Health Insurance Commission, and Lieut.-Colonel Andrew Balfour, M.D., Director-in-Chief of the Wellcome Bureau of Scientific Research, receive C.B.s. A number of medical men are included in the list. Knighthoods are conferred on Dr. Barclay Baron, Bristol; Dr. T. J. Horder, the bacteriologist; Dr. John Phillips, of King's College, London; and Mr. Harold J. Stiles, the Edinburgh surgeon. K.C.B.s are given to Surgeon-General W. H. Norman, Surgeon-General G. Lenthal Cheatle, and Sir George Newman, M.D. The C.M.G. has been conferred on Lieut.-Colonel C. M. Wenyon, M.B., Director of Research in the Tropics of the Wellcome Bureau of Scientific Research.

Information Department.

INFORMATION WANTED.

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

222/23. "Kinhaler."
224/48. "Urika" tablets.
225/61. "Dulcetine" oil.
226/44. "Multiple" garden foods.

INFORMATION SUPPLIED.

Inquiries regarding the following articles have been answered. The information as to supply will be given to others who send a stamped, addressed envelope to the Information Department, THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C. 4:

Atomisers for perfume, 221/21
Craven-Burleigh's hair-food, 171/9 and 171/74
Cream of tartar substitute, 220/70
"Crème Simou" (London agents), 169/34 and 175/59
Creta preparata, 167/18
Darrase Frères: London agents, 216/14
"Dewette," 224/50
"Diamond" dyes, 211/71
Fraser's safety corn-planes, 166/54
"Griptight" baby pacifiers, 180/68
Ground iron-filings, 185/37
Hawley's "Jar" salad oil, 201/27
"Hennaglinta" shampoo, 172/30
Hill's quinine and cascara tablets, 157/1
"Kharsivan," 154/66
Kieselguhr, 143/40
"Kinazyme," 216/2
Kruschen salts, 224/50
Lanoline, 150/64
"La Rose Jacqueminot" (Coty), 181/26
"Vixol" for asthma, 221/54
Yardley's preparations, 206/7

Observations and Reflections.

By Xrayser II.

National Health Insurance Dispensing,

says Mr. James Dick, does not increase profits. Is he on the panel, and, if so, why so, since the work does not pay? I confess I get a little tired of these protestations. I have never taken an exaggerated view of the value of Insurance work, and have consistently contended that it is shamefully ill-paid, but to say that it bears no profit is to say what is not true. Taken alone—that is, if we did nothing else—it might not be worth doing, but is there any single department of our business which, taken alone, would be? Would patents? Would sundries? Would the amount of general dispensing which falls to the lot of most chemists? Very few of us could carry on long if our business were confined to any one of these, yet in the aggregate they do pay, some better, others not so well. It is not a case of making the roundabouts pay for the swing-boats either, though, as Mr. Dick admits, one thing brings customers for another. This is pre-eminently true of Insurance dispensing, if it is properly managed; we get a little out of it directly, but may get even more indirectly. We only injure our case for higher fees by such exaggerated statements as Mr. Dick's, and it is more manly to admit at once that ours is of necessity, under existing conditions, a miscellaneous business, and can only be carried on profitably as such.

It is Not Obscurely Hinted

that the subscription of members of the Pharmaceutical Society may be raised very soon. The finances of the Society have become a "problem" for "the serious consideration" of the Council; examination-fees dwindle in number, membership does not increase sufficiently to make up the deficiency, and—well, I confess I do not know what the other difficulties are, for the finances of the Society as reflected in the annual balance-sheet are a problem I long since gave up attempting to solve. But apparently subscriptions will have to be raised if disaster is to be averted, and the question every member should ask himself in time is, What is membership actually worth to me? I am not suggesting that it is not, and will not be, even if the subscription is raised, worth while to be a member. It ought to be worth anybody's while, and might be, if the Society were a democratic body really reflecting the ideas of its rank-and-file; but is it? And, if not, ought not the present necessity to be made the occasion of the needed reform? I throw out the hint merely for the consideration of all concerned.

A Gibe in "Punch"

is hardly a sufficient ground for an indictment of so extensive and important a trade as that in proprietaries, and to speak, as your correspondent "Vigil" does, of this somewhat feeble joke as an expression of the real opinion of the public who support patent medicines is the very height of absurdity. If the public "know all about" these medicines in the sense intended by "Vigil," why on earth do they buy them? That some patents have a good deal "of what is called humbug" about them may be true, but to class them all as sheer humbug is to bring an indictment not only against them, but against human nature itself. Anybody, it has been said, can fool a good many people for a time, but nobody can fool all the people for all the time. I commend to your correspondent a consideration of the debate on proprietaries in Paris, as reported by your correspondent in that city. There was no lack of plain speaking about these medicines, but the sense of the meeting clearly was that although the trade in them may need regulating it is idle to think of suppressing it altogether. But ("Vigil" may say) that is no reason why

Pharmacists Should Soil their Hands

with the traffic; let the grocer, who knows no better, and who is, after all, only a grocer, do that. Now, it seems to me, on the contrary, that if this trade is in need of regulation ours are precisely the hands to which it should be entrusted. We do know all, or at least something, about it; we can discriminate, check, advise, and to some extent can prevent the grosser evils of self-medication; we are not mere machines for "feeding" to the public what they crave for, or what is forced upon them by unscrupulous advertisement. Only to the extent to which we are so can we be said to soil our hands in this business. If only we had a concerted policy with regard to it, and some approximation to a corporate conscience, very little in the way of Government control, or indeed none at all, would be needed.

The Happy Lot of the Apprentice of To-day

would be set in a still stronger light if it were compared with conditions existing not twenty years ago, as by Mr. Tainsh at Edinburgh, but with those of my time, rather more than fifty years since. During the four years over which my apprenticeship extended, my business-hours were from 8 A.M. to 10.30 P.M., and later still on Saturdays. I had one evening in the week off, evening beginning directly after tea, but tea, like all my other meals, was a movable feast, and apt to be prolonged indefinitely by calls into the shop. My "educational facilities," as they were termed in my indentures, were strictly of the Squeerian order; I learnt the business by doing most of the work, which was of a very miscellaneous kind. Nominally this was under the supervision of my governor, who was well up in the practical work of the shop, and a pharmaceutical chemist, but whom nothing could induce for long to give up to business what was meant for mankind. The only books to which I had access were the Pharmacopœia, a "Squire," and Beasley's "Receipt Book"; I was allowed to study in the shop after 8 P.M. (the busiest time of the day usually), and I was entitled to an hour every day for attendance at lectures. Unfortunately there were no lectures to attend, and my hour, when I got it (which was not very often), was spent in errands to wholesale houses. But we dispensed a fair number of prescriptions daily, and made various more or less pharmaceutical preparations, ranging from furniture-polish to the simpler tinctures, and there is no record of my having poisoned anybody.

Substitutes for Tea

have been so much inquired for of late that I wonder nobody has suggested the revival of that once very popular beverage saloop. There is some question as to what saloop was, due, I suppose, to the fact that the name has been given to more than one thing. It is an altered form of *salep*, a name usually given to the starchy meal obtained from several orchidaceous plants, and saloop, or salup, was no doubt originally made from the dried tubers of some species of *Orchis* brought from the East. In one of Mrs. Centlivre's plays it is spoken of as being hawked about London, and the speaker asks what it was made of. Mrs. Glasse describes it as "a hard stone ground to powder, and generally sold for one shilling an ounce." Down to the middle of last century or later the terms salep, salop, and saloop were indifferently applied to a drink made from orchis-roots, but long before that a "tea" made of sassafras had in general use superseded this, or so I gather from the fact that Charles Lamb, who supplies the *locus classicus* for the word saloop, says that the "groundwork" of the drink was "the sweet wood yclept sassafras." He confesses that his own "olfactories" revolt at its odour, even as it is dispensed by Mr. Read at "the only Salopian house," his shop in Fleet Street, but says that to many tastes it has "a delicacy beyond the China luxury," and adds that a basin of it at three-halfpence, accompanied by a slice of bread-and-butter at a halfpenny, is an ideal breakfast for a chimney-sweep. This was nearly a hundred years after Alleyne in his "Dispensatory" had spoken of sassafras tea as "a fashion in families," and one that would have been more common but for "the scandal of it's being good in Venereal cases."

BENZOL will mix with alcohol in all proportions.

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SECOND EDITION.

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Past Vice-President, Society Public Analysts, &c.

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Editorial Articles.

South African Medical and Pharmacy Bill.

THE new South African Medical, Dental, and Pharmacy Bill, which was introduced in the Senate of the Union Parliament in 1917, passed the third reading during last Session, and when Parliament reopens this month it will in all likelihood pass the House of Assembly, and will then quickly be placed on the Statute Book. We outlined the principal points of the Bill, as they affected chemists and druggists, in our issue of June 2, 1917 (p. 38), but since then the Bill has been amended in Select Committee, and several important alterations have been made. It will be remembered that considerable anxiety was caused in pharmaceutical circles throughout the Union in regard to Clause 31, Sub-Section *b* (Chap. III.), which was as follows:

"Any person who, not being registered as a medical practitioner, (*b*) professes to pursue, or by advertisement, representation, or any means whatsoever holds himself out as pursuing, the calling of a medical practitioner, or professes to diagnose disease, bodily defects, or injuries, and thereafter to prescribe for or treat the same, or professes to give advice in medicine, surgery, or midwifery, or holds himself out as aforesaid as so acting."

It was felt that if this clause was passed as printed it would take away all privileges of chemists and druggists in regard to legitimate prescribing for minor ailments, and every effort has been made to obtain a mitigation. These efforts have now been successful, and we congratulate the pharmacists of South Africa on their being able to convince the authorities that legitimate prescribing has always been one of their privileges. The amended clause now reads as follows:

"31. Any person who, not being registered as a medical practitioner; (*b*) professes to pursue, or by advertisement, representation, or any means whatsoever, holds himself out as pursuing, the calling of a medical practitioner or professes to diagnose disease or injuries, and thereafter to prescribe for or treat the same, or holds himself out as aforesaid as so acting."

The omission of the words "bodily defects" and the sentence "or professes to give advice in medicine, surgery, or midwifery," in the new clause are the points for which chemists and druggists and opticians have been fighting, and this exclusion is directly due to the evidence given before the Select Committee by Mr. Albert Walsh, President of the Pharmaceutical Board of the Cape Province, and Mr. B. Owen Jones, President of the Transvaal Pharmacy Board. The whole of this evidence affords an interesting chapter on prescribing for minor ailments. The words "bodily defects or injuries" would have vitally affected the business of chemists many of whom carry on optical work, and the public would have been caused inconvenience and hardship. In fact, sight-testing and other optical practice would have passed into the hands of medical men. It may be recalled that the British Institute of Ophthalmic Opticians took this matter up in June last, and sent a protest to the Cape authorities and General Smuts. Among other interesting matters dealt with by the Bill is the stricter control of the regulation of importation, sale, and use of opium and other habit-forming drugs, and of articles for preventing conception. In regard to the latter it is now enacted that

"No person other than a pharmacist shall import, keep for sale, or sell, barter, or exchange or otherwise supply any article or appliance calculated to prevent or intended for the prevention of conception; and no pharmacist shall sell, barter, exchange or otherwise supply any such article or appliance to any person apparently under the age of twenty-one years or otherwise than in accordance with regulations."

The above is a new provision, and a step in advance of what obtains in this country. Moreover, it indicates that the official point of view is one of faith in the pharmacist, who may be trusted to carry out the law with discretion. The Bill contains two schedules dealing with poisons, the second comprising habit-forming drugs, the following being named: Coca-leaves, cocaine (including all preparations, salts, derivatives or admixtures prepared therefrom or therewith, and containing more than 0.1 per cent. of cocaine); "dagga," "wild dagga," "red dagga," or "klip dagga," heroin, Indian hemp, morphine, and opium, and any other substance which may be added to the Schedule under Section 61 of the Act. The foregoing drugs, when the Bill becomes law, will only be allowed importation under permit, and Chapter VI. of the Act describes the conditions of sale, procedure, registration, etc., in regard to such. On the

whole, the Bill, which is mostly a consolidating and amending one, is considered good, and we understand is welcome throughout the Union.

Insurance Dispensing Difficulties.

I. Appliances.

JUDGING from the number of complaints and inquiries received on the subject of appliances ordered for insured persons, there is still much misconception on the part of both doctors and chemists as to what appliances may, or may not, be supplied at the cost of the Drug Fund. Such confusion on this point as undoubtedly exists is apparently due to failure to grasp the fact that, while the National Insurance Act, 1911, allows a very wide discretion in the matter of drugs and medicines that may be supplied at the cost of the Drug Fund, it somewhat rigidly restricts the doctor's choice of appliances, or permits the Insurance Commissioners so to restrict it. Thus, under the provisions of the Act, every Insurance Committee is required to provide for the supply of "proper and sufficient drugs and medicines and *prescribed* appliances to insured persons in accordance with regulations made by the Insurance Commissioners." The word here printed in italics furnishes the clue to the difference in what is permitted. While any drug or medicine considered proper may be allowed and paid for by an Insurance Committee, only such appliances as are *prescribed* in a list issued by the Commissioners may be so allowed and paid for. The list of prescribed appliances issued by the Commissioners constitutes the Second Schedule to the Regulations, and includes the following articles:

Bandages: Calico (bleached or unbleached), crêpe, domette, elastic web, flannel, indiarubber, muslin, plaster of Paris, open-wove.

Gauzes: Unmedicated, boric, carbolic, cyanide, iodoform, picric, sal-alembroth, sublimate.

Lints: Unmedicated, boric, sal-alembroth.

Cotton-wool: Unmedicated, boric, sal-alembroth.

Catheters: Gum-elastic, soft rubber.

Ice-bags: Indiarubber, check sheeting.

Wood-wool; tow (plain); oiled silk, paper, or cambric; guttapercha tissue; adhesive plaster; splints.

A chemist may safely supply any appliance covered by the wording of this Second Schedule, when properly ordered for an insured person, with the definite prospect of having it allowed and paid for by the Insurance Committee. It does not matter that the appliance ordered by the doctor is not specifically named in the printed Tariff; if the Second Schedule allows it, the appliance must be paid for out of the Drug Fund. Thus, splints of all kinds and sizes are allowed by the Schedule, while the only restrictions upon the supply of ice-bags and catheters are that they must be made of certain specified materials. Again, though the Tariff specifies only particular lengths and widths of bandages, the Schedule permits them to be supplied of any length or width. Appliances which have been ordered in prescriptions for insured persons, but may not be paid for out of the Drug Fund, include the following: Camel-hair pencils and brushes; caustic-holders; catgut sutures; elastic knee-caps and stockings; eye baths and shades; finger-stalls; gamgee tissue; glass rods and syringes; jaconet; medicine droppers and measures; safety-pins; sprays; thermometers; throat-brushes; trusses. All or any of these may be supplied without question if ordered in Sanatorium Benefit prescriptions, but that is because their expense is not then defrayed out of the Drug Fund. If, however, any appliance not covered by the wording of the Second Schedule be ordered, except in a Sanatorium Benefit prescription, it should only be supplied by the chemist at the cost of the patient, and that particular item in the prescription should be scored through before the form is despatched to the Pricing Office. With regard to jaconet and gamgee tissue there has been considerable doubt in many quarters, but it is clear that they cannot pass the test of the Second Schedule. Doctors who are in the habit of ordering them should have the position explained to them, and be asked not to continue to prescribe those articles.

Reconstruction Problems.

III.—Education.

THIS ISSUE, the first of the New Year, is an appropriate one in which to resume the consideration of the special pharmaceutical problems which will need facing before or after the termination of the war. If our leaders take a broad view of their responsibilities, and exhibit a certain amount of boldness, which the occasion demands, the charter objects of the Pharmaceutical Society will be strengthened and the outlook of pharmacy as a national asset brightened. If, on the other hand, through indifference, preoccupation, or the restricted outlook of personal interests, these problems are shirked, it will soon be realised that the Pharmaceutical Society, so liberally endowed with money by the drug-trade, has failed in its objects. It has been hinted to us on more than one occasion that if any suggested reform orginates in THE CHEMIST AND DRUGGIST that is sufficient to discredit it in official circles. To be just, however, we do not think this is so, because many of the ideas first put forward in this journal have been adopted officially—tardily perhaps—to the benefit of the trade. It may appear to some observers that officials do not like suggestions from outside, but we hold the opinion that it is the duty of chemists to force the pace so that the present generation may benefit from the betterment to bring about which should be the object of all reform.

It is perhaps also appropriate that the subject of the first article in the New Year is the thorny one of education, which lies at the root of future progress. The difficulties are great, but not unsurmountable if the "open mind" replaces the closed mind and settled convictions of the nineteenth century, which must now be modified to bring these views into line with changed conditions. The article which appeared in our last Educational Number (August 18, 1917) was written just after the introduction of the new Education Bill, and indicated the important bearing which that measure has upon the future education of apprentices to pharmacy. The Bill has since made no progress in the House of Commons, but there is a definite arrangement that a new Bill, altered in accordance with the criticisms received since last August, is to be introduced when Parliament meets again in the middle of January. The chief features with which we are concerned of the original Bill were—

1. Compulsory school attendance for all between the ages of five and fourteen years.
2. Compulsory attendance at continuation schools up to the age of eighteen for a period of 320 hours in the year, or the equivalent of eight hours a week for forty weeks.

The attendances at continuation classes are required to be in the daytime and not at times which are ordinarily holidays. Assuming that these features of the Bill have not been modified, the problem is presented of utilising these 320 hours a year so that a group of subjects is taken of use to pharmacy students. Reference, however, should first be made to the development of the negotiations which have been in progress for some years between the Board of Education and authorities conducting Preliminary examinations. The object of the movement, which began before the war, was to simplify and co-ordinate the Preliminary examinations required for entrance to universities and professional bodies, but in view of the introduction since of the Education Bill the matter has assumed additional importance. Under the scheme only two external examinations would be held in the course of school life, these to be for pupils at the ages of sixteen and eighteen respectively. The first examination would be designed to test the results of the course of general education before the pupil begins such a degree of specialisation as is suitable for advanced work in secondary schools. Schools would be required to present a form or forms as a whole, and not individual pupils. The condition of passing would be that the candidates should have reached the required standard in the three main groups of school subjects—(1) English, (2) foreign languages, and (3) mathematics and science. The group

of subjects, and not individual subjects, will be the unit in respect of which success or failure will be determined. The standard should be such that a pass with credit would entitle a candidate to admission to a university, and a slightly lower standard should be accepted for an ordinary pass. The last-named is obviously suitable for acceptance as an entrance examination for professional and other bodies. Assuming, therefore, that a chemist's apprentice had passed the above-mentioned examination, the educational period between the age of sixteen and eighteen, which is to be occupied with continuation classes, could very well be devoted to science subjects required for the pharmaceutical qualifying examination. These are botany, chemistry, and physics. A certain proportion of the time would be allocated for practical work in botany and chemistry, but chemistry having a direct bearing on pharmacy—conveniently designated pharmaceutical chemistry—could be delegated to the technical examination (final or qualifying), which the student would take at twenty-one. It will thus be seen that with the proposed reorganisation of the examinations and the requirements of the Education Bill an excellent basis exists not only for a division of the qualifying examination but for a curriculum of study. At eighteen a candidate would present to the Registrar his school certificates for preliminary and scientific subjects, and be entitled to registration as an assistant. The fee for this registration should be nominal, as the Pharmaceutical Society would have done nothing that would involve expense. The question of how the hours of study at continuation schools should be divided between the various subjects, and also the modifications required in the qualifying examination, must be left for a subsequent article. We may remark, however, that the continuation school hours devoted to science subjects need not necessarily be exactly the same in number as those mentioned in the Education Bill. It will be understood also that the Preliminary examination here referred to would not be the only acceptable one, and that it will necessarily be some years before the new plan can be in working order.

War Students.

An amendment of Statute III. of the Statutes of the University of London has been sanctioned by the Privy Council, which enables the University to waive any conditions of the Statute (which refers to the granting of degrees) in such a way as will prevent, so far as possible, any student of the University from being placed at a disadvantage through going on active service or undertaking other approved duties in connection with national defence. The Senate may accept such test as it may consider adequate in lieu of the prescribed examinations. Will the Council of the Pharmaceutical Society please note this?

Index to Volume LXXXIX.

The last number completed Vol. LXXXIX. of The Chemist and Druggist, which covers the year 1917. It is proposed to publish a title-page and index for the volume, but in view of the necessity for economy in the use of paper this will not be sent out to every subscriber. Those who bind their copies or who desire to have copies of the index are requested to inform the publisher of The Chemist and Druggist, 42 Cannon Street, London, E.C. 4, by postcard, and the index will be forwarded so soon as it is published. Some copies will be reserved for subscribers abroad, but, as in the case of our home readers, intimation should be sent by those who desire copies despatched to them.

Linseed Crops.—The production of linseed in Italy, Holland, Canada, United States, and India is estimated at 18,332,000 cwt., or 13.4 per cent. below the previous year's production.

Distinguished Scientific or Literary Specialists are not always, perhaps not often, trustworthy guides in educational affairs. Their absorption in a special line of thought is apt to produce in them a bias in regard to the relative values of different branches of study, destructive of that keen sense of proportion which a sound educationist must possess.—*Nature.*

Business Changes.

The Offices of Henri Pelliot et Cie., chemical-manufacturers, Paris, have been transferred to 24 Place des Vosges, Paris (IIIe).

Mr. Wallace Pring, chemist and druggist, 28 Chatterton Road, Bromley (Kent), has acquired the business of Mr. H. D. Kelf, Ph.C., 32 The Broadway, Bromley.

The Partnership between James Herbert Crispe and William Eugene Gower, carrying on business under the style of Butler & Crispe, has been dissolved by mutual consent.

Mr. Wilfred E. P. Prescott, chemist and druggist, has taken over the business of Mr. Joseph Joye, 30 London Street, Southport, with whom he has been for the past twenty-five years.

Mr. Parkin S. Booth (The Association of Manufacturing Chemists, Ltd.) has disposed of the business formerly belonging to Mr. A. W. Smithurst, 5 Albert Terrace, Blackpool, to Mr. J. M. Hardy, of Nottingham.

The Wholesale and Manufacturing Business of Lyle & Co., chemists, Berwick-on-Tweed, proprietors of "Lyla Head Ointment," has been purchased by Robertson & Co., chemists, 24 Circus Place, N.W., Edinburgh, who intend transferring it to Edinburgh. In the meantime communications should be addressed to 24 Circus Place, N.W., Edinburgh.

The Partnership hitherto existing between Mr. Victor Blagden and Mr. Walter Waugh, under the style of Blagden, Waugh & Co., has expired by effluxion of time. Mr. Victor Blagden will carry on business as general chemical merchants in partnership with Mr. E. T. Vieusseux and Mr. R. Wilkins, who have been for many years with the late firm, at 4 Lloyd's Avenue, London, E.C. 3, under the style of Victor Blagden & Co.

Mr. Walter Waugh, late of Blagden, Waugh & Co., announces that he will carry on business as general chemical merchants in partnership with his son, Mr. Frank A. Waugh and Mr. Geo. Ed. v.d. Osten, who have been for many years with his late firm at 4 Lloyd's Avenue, E.C. 3, under the style of Walter Waugh & Co.

Corner for Students.

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 42 Cannon Street, London, E.C. 4."

Qualitative Analysis.

A Mixture of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture will comprise acids and inorganic bases occurring in the British Pharmacopœia, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, January 8, on which day the samples will be posted. Students' reports will be received up to Saturday, January 19. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the third exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who are preparing for the Qualifying examination of the Pharmaceutical Society of Great Britain or of Ireland, which fact *must be attested on their reports.*

Committee on the Neglect of Science.—A Report of this Committee, which has just been issued, deals with the Report of the Civil Service Commissioner (Mr. Stanley Leathes) on modifications in the Civil Service examinations. Sir Ray Lankester, Chairman of the Committee on the Neglect of Science, sums up the Report as follows: "Mr. Stanley Leathes's Committee, instead of rescuing education from the professional vested interests of the classical schoolmasters, hands back the victim, after many professions of good will to the tender mercies of those who are banded together to starve, torture, and discredit her, and remorselessly to maintain the domination and the pecuniary allurements of the 'classical system.'"

New Books.

Knox, Robert, M.D., etc. *Radiography and Radiotherapeutics.* Vol. I. *Radiography.* 10¼ × 6⅝. Pp. xxv + 401, with 323 illustrations. 2nd edition. 30*s.* net. (Adam & Charles Black, Ltd., Soho Square, London.) [We reviewed the first edition of this book in 1915 and pronounced it excellent. The present edition has been divided into two volumes, the one before us being that which deals with the *technique* and methods of diagnosis by means of *x*-rays. Considerable alterations have been made, the chapters having been extended and a full description given of stereoscopic radiography. A new section deals with radiography in war-time, and Dr. Knox, being a captain in the Royal Army Medical Corps and in charge of the *x*-ray department of the 4th London General Hospital, has obtained plenty of experience to enable him to deal with this matter effectively. There is also a section describing the appearances of gas in the tissues. The chapters dealing with the examination of the thorax and of the alimentary system have been considerably enlarged. The illustrations are beautifully reproduced, and it is evident that much care has been expended upon the details of the work, so that the high standard set by the first edition is raised considerably. It is the finest book on the subject we know of, and the details given of the apparatus and manipulation are such as radiographers will appreciate.]

London Dermatological Society. *Transactions and Sixth Annual Report.* 8½ in. × 5½ in. Pp. 82. Paper cover. 2*s.* 6*d.* (London: Bale, Sons & Danielsson, Ltd., 83-91 Great Titchfield Street, W. 1.) [Contains the papers read before the Society in the session 1916-17. These include a paper by Dr. Bunch on salvarsan and its substitutes, which brings together some useful information on a subject which is much "in the air" at the present moment. Another paper is on skin-diseases as military disabilities.]

Patterson, Austin M. *A German-English Dictionary for Chemists.* 7¼ in. × 4⅜ in. Pp. xvi + 316. 9*s.* 6*d.* net. (London: Chapman & Hall, Ltd., 11 Henrietta Street, Covent Garden, W.C. 2.) [Those who have occasion to consult technical works in German often find a difficulty in getting at the meaning of particular words used in a special sense. It is often necessary to consult the larger general dictionaries before a correct idea is obtained of the proper translation. Dr. Patterson has now brought together in a handy form the general and technical words met with in German chemical literature. General words are included in cases where they have a chemical meaning and the parts of simple verbs where these are not easily deduced from the root. Words which are the same in English and German are not given. So far as we have tested the dictionary it has fulfilled the expectations raised by the author's preface. The book has been produced in the United States, and in consequence one comes across a few idiosyncrasies in the way of spelling, but these are not difficult to those who are accustomed to reading American chemical literature.]

The Railway and Commercial Gazetter of England, Scotland, and Wales. 10 × 6½ in. Pp. xxiv + 704. Seventeenth edition. 15*s.* net. (McCorquodale & Co., Ltd., Cardington Street, Hampstead Road, London, N.W. 1.) [A recently corrected issue of this guide to towns and smaller places. Owing to its arrangement in tabular form, all the particulars desired concerning a place-name can be obtained practically at a glance—*e.g.*, the nearest railway station, population, distance from London, railway connections, and distance from station. Names of stations are shown in bold type, and there are other ingenious features to facilitate reference. It is a very useful reference-book in business houses.]

Tognoli, Edgardo. *Reagents and Reactions.* Translated from the Italian by C. Ainsworth Mitchell, B.A., F.I.C. 6⅝ in. × 4⅞ in. Pp. 228. 6*s.* net. (London: J. & A. Churchill, 7 Great Marlborough Street, W. 1.) [Dr. Tognoli is a professor in the University of Modena, and has gathered together in a convenient form the most important chemical reactions which are known by the names of the chemist or medical man who first devised the tests. This book has been carefully translated by Mr. Ainsworth Mitchell, who has added other reactions which he regards as necessary for the purpose of making the work more useful for reference purposes. The book begins with notes on the tests of purity of the more important reagents, and then about 150 pages are devoted to reagents and reactions arranged under the names of the originators. A chapter on test-papers and a collective index of the uses of the different reagents conclude the volume. Dr. Tognoli's book replaces completely the Teuton works upon which chemists have hitherto been dependent for similar information.]

More Ambrine Substitutes.

IN *The Chemist and Druggist Diary 1918* are given five formulæ for imitations of ambrine used in the treatment for burns devised by the French medical man, Dr. Barthe de Sandfort. More recipes are given in the "British Medical Journal" (II., 1917, p. 789) by Lieutenant-Colonel A. J. Hull, and we print these because they possess novel features owing to the use of modern antiseptics.

No. 10. Red.

Scarlet-red	0.2 per cent.
Eucalyptus oil	2 ,,
Olive oil	5 ,,
Adeps lanæ hydrosus	4 ,,
Paraffinum molle	21 ,,
Paraffinum durum	67.8 ,,

No. 11.

Scarlet-red 0.2 per cent. at expense of paraffinum molle. It is difficult to get a good wax which will melt and retain most of the scarlet-red.

No. 12.

Brilliant green	0.05 per cent.
Eucalyptus oil	2 ,,
Olive oil	5 ,,
Adeps lanæ hydrosus	4 ,,
Paraffinum molle	21 ,,
Paraffinum durum	67.95 ,,

No. 13. Flavine [Acriflavine] Wax.

Flavine [Acriflavine]	0.2 per cent.
Eucalyptus oil	2 ,,
Olive oil	5 ,,
Adeps lanæ hydrosus	4 ,,
Paraffinum molle	21 ,,
Paraffinum durum	67.8 ,,

No. 14.

Dichloramine-T	0.2 per cent.
Eucalyptus oil	2 ,,
Olive oil	5 ,,
Paraffinum molle	25 ,,
Paraffinum durum	67.8 ,,

To Make a Kilogram of Paraffin.

Take ½ gram of brilliant green or 2 grams of scarlet-red or flavine [acriflavine], and 40 grams of lanoline, rub up the coloured material with the adeps lanæ hydrosus until a highly coloured smooth paste is obtained which contains no undisintegrated particles of the dye; using about half an ounce of water assists the solution of the dyes. Melt the paraffinum durum (678 grams), and add 210 grams of paraffinum molle and 50 c.c. of olive oil. Let the temperature of the resulting mixture sink to at least 65° C., then stir in the previously prepared lanoline paste, stirring until thoroughly mixed. At about 55° C. add 20 c.c. of eucalyptus oil, stir, and allow to solidify.

The adeps lanæ hydrosus is used as a suspending and diffusing agent. Smaller quantities do not satisfactorily take up the dyes. Larger quantities are undesirable, as they make the resultant wax less satisfactory to paint on. If the above directions are carefully followed, little of the dye falls out of suspension, although reheating the wax for use tends to make this occur. Unless small quantities of wax are melted at a time it is advisable to stir the liquid before using. The scarlet-red forms the least satisfactory suspension, and requires stirring while using, but its therapeutic value has caused it to be persevered with.

To prepare dichloramine-T paraffin, dissolve the dichloramine-T in eucalyptus oil and add to the other ingredients at 55° C.

The dichloramine-T wax has proved an unsatisfactory wax from a practical point of view owing to the tendency to be brittle and adhere to the raw surface of the burn, instead of being easily removed in one piece, as is the case with the other preparations.

BAHAMA SPONGE.—During 1916 the sponge-industry was very prosperous, the output for the year being 1,317,622 lb., valued at 136.551*l.* The U.K. took 371,307 lb., U.S.A. 363.983 lb., and Canada 17,929 lb. France and Holland considerably increased their purchases, the latter country taking 117,391 lb.

WHAT IS TO BE DONE WITH THE DOCTORS?" asks Mr. Bernard Shaw in articles which appear in "The English Review" for December and January. They deal chiefly with the attitude of the medical profession towards Mr. H. A. Barker, the bonesetter. Mr. Shaw makes many caustic remarks on orthodox medical practice which are amusing if not convincing.

Medical Gleanings.

Sterilising Catgut.

MR. C. S. THOMPSON, F.R.C.S., of Sydney, N.S.W., describes in the "British Medical Journal" (I., 1917, p. 873) a process of preparing and sterilising catgut. He employs ether as the sterilising solution. All that is required to sterilise the gut is simply to insert it in ether and leave there indefinitely; it can safely be used after twenty-four hours, probably much sooner.

Emetine Bismuth Iodide.

A REPORT to the Medical Research Committee from the Military Dysentery Convalescent Hospital, Barton-on-Sea, which is published in the "Lancet" (II., 1917, p. 73), states that emetine bismuth iodide is much more effective than emetine hydrochloride in the treatment of carriers of amœbic dysentery, but about 20 to 25 per cent. of failures may occur. Some of the failures are stated to be due to the use of keratin-coated tablets. The irritating properties of the drug in many cases are a drawback in its general application, but it has since been found that salol-coated pills are less irritating.

Chlorine Treatment of Scabies.

CAPTAINS CLARK AND RAPER, R.A.M.C., in the "British Medical Journal" (II., 1917, p. 113), describe a new treatment for scabies, which consists in placing the patient in an atmosphere containing two to three parts of chlorine per thousand of air. The patient wears the Army box respirator to protect the lungs, and is exposed to the action of the gas for twenty minutes. More than one exposure may be needed.

Acriflavine for War-wounds.

A PAPER by Mr. Hamilton Drummond, F.R.C.S.Edin., and Dr. J. W. McNee appears in the "Lancet" (II., 1917, p. 640) dealing with the treatment of recently inflicted war-wounds with acriflavine. Sir Anthony Bowlby, who writes the introduction, states that (1) acriflavine does not sterilise recent wounds, and that various bacteria grow freely in wounds treated with it; (2) it appears to cause a very superficial necrosis, of the formation of a fibrinous membrane, if applied in the strength of 1 in 1,000; (3) in spite of the presence of bacteria there is a notable absence of inflammation and of septic infections, and in the cases observed there were no bad examples of gas-gangrene, although anaërobic organisms were present in many wounds in large numbers; and (4) healing by granulation is very slow, and the growth of granulations is evidently checked by the presence of acriflavine.

Cold and Colds.

THE bleaker days of autumn (states the "Lancet," II., 1917, p. 653) have been accompanied with an abundant crop of colds, and the sequence is such a usual one that many people, perhaps the large majority, regard their catarrh as being directly caused by the reduction of temperature by what they call a chill. The belief lacks proof, inasmuch as precaution is generally taken to avoid the reduced temperature by means of artificial heat in houses and offices and the closing of windows in railway carriages. But this precaution introduces complicating factors. The indoor air becomes more stationary and humid; air-pockets are present in which little interchange occurs; there is a sharp dividing line between indoor air and outdoor air; and with these altered telluric conditions there is a tendency to crowd together and an increased nearness of contact in family life.

The Saccharin Controversy.

THE "British Medical Journal" (II., 1917, p. 366), in an editorial reference to the letter by Dr. H. C. Ross to the public Press on possible injury from the use of saccharine (the "B.M.J." uses the final "e"), quotes E. O. Jordan's recent work on "Food-poisoning" (Chicago, 1917) to the effect that "in daily doses of 0.3 gram saccharine is likely to induce digestive disturbance"; but the "B.M.J." goes on to say that "there does not appear to be sufficient evidence to warn diabetics and obese patients who take saccharine in strict moderation to forgo any satisfaction they may thus obtain." The "Lancet" (II., 1917, p. 484) summarised the evidence for and against saccharin, and comes to the conclusion that while "a few cases have been reported where saccharin apparently caused stomach-pain and neuralgia and other discomforts, there is no great amount of evidence at hand as to its harmfulness when compared with the testimonials as to its benefits."

Scientific Progress.

Temperatures under this heading are on the Centigrade scale.

Mercurophen, the new surgical antiseptic, is sodium oxymercuri-*o*-nitrophenoxide containing about 53 per cent. of mercury. It is an odourless, brick-red powder, freely soluble in water.

Citronellal Chemistry.— Prins ("Chem. Weekblad." (1917), 14, 627) has shown that the action of formic or phosphoric acid converts citronellal into an oil which on distillation *in vacuo* yields 10 per cent. of isopulegol; 15-20 per cent. of a condensation-product of two molecules of the aldehyde itself; isopulegol hydrate, melting at 85°; and a heptylic glycol, $C_{10}H_{20}O_2$, melting at 60°-62°.

Potassium from Flue-dust.—According to tests by Mr. H. T. Cranfield, published in the August issue of the "Journal of the Board of Agriculture," the potash-content of flue-dusts is very variable; the total (acid-soluble) potash ranging in the twelve samples quoted from 2.97 to 15.89 per cent. K_2O, whilst the water-soluble potash ranged from 1.23 to 9.25 per cent. The flue-dusts vary greatly in colour, and, generally speaking, the lighter-coloured materials are richest in potassium salts. Potassium sulphate is the principal of these salts, the chloride being also present in smaller proportion. It is suggested that the total annual output of potash in these flue-dusts is probably not less than 15,000 tons, of which quite one-half is soluble in water.

Melaleuca Resin.—At a meeting of the Royal Society of New South Wales, Mr. H. G. Smith read a paper on "The Resin of the Outer Bark of *Melaleuca uncinata*." A piece of the outer bark of this melaleuca, if ignited at one end, will continue to burn like a candle until entirely consumed, giving at the same time a considerable amount of black smoke. The inflammable material consists almost entirely of a resin, as only a very small amount of a vegetable wax, melting at 67°-68° C., was detected. The resin, which is present in the outer bark of *M. uncinata* to the extent of 23 per cent., is of an orange-brown colour, semi-transparent, and very brittle. It is almost entirely soluble in alcohol, quite soluble in ether-alcohol, and very soluble in acetone. It is only slightly soluble in chloroform and benzene, and turpentine has little action upon it even on boiling. The chief constituent of the resin is a resin acid, the formula of which is $C_{17}H_{28}O_4$. It melts at about 148°-150°, and in alcoholic solution gives a deep-green colour and green precipitate with ferric chloride. The neutral bodies of the resin melt at about 125°-130°, are brittle, of a resinous nature, and do not give the green colouration with ferric chloride. The acetone solution of the resin makes a good lacquer for brass.

Associations' Winter Session.

Irish Assistants.—A special meeting of the Irish Chemists' Assistants' Association (Cork Branch) was held on December 17, Mr. O'Connor presiding. It was explained that though Kiloh & Co. had granted the assistants' demands, they would not accept withdrawal of the month's notices that had been given. The assistants have handed over the matter for the consideration of the Trade and Labour Council. Seven new members from country towns were enrolled.

North Irish Pharmacists' Association.—The annual whist-drive and dance was held on New Year's Eve in the Carlton, Belfast, and was largely attended. Mr. R. W. McKnight (Vice-President), in the absence of the President (Mr. I. W. Nicholl), received the guests. The winners in the whist-drive were: Ladies—(1) Mrs. Hewton, (2) Mrs. Culbert; Gentlemen—(1) Mr. McCormick, (2) Mr. Brown. Supper was then served, and dancing began, Mr. M. McDonald acting as M.C. At intervals songs were given, and Mr. McCandless contributed a very amusing monologue. The prizes were distributed by Miss Lancashire, daughter of Mr. Huston Lancashire, J.P., who was one of the guests of the evening. Mr. James Dundee, Mr. J. Carroll Culbert, and other officers of the Association saw to the comfort of the party, and the evening passed off very enjoyably.—A joint conference of the members of the North Irish Pharmacists' Association and the Chemists' and Druggists' Society of Ireland has been summoned for January 9, at the rooms of the latter Association in Belfast, to discuss matters of trade interest. Tea will be provided during the evening. This conference is a new departure, and promises to be very successful.

New Companies
and Company News.

P.C. means Private Company and R.O. Registered Office.

JOHN PATERSON & CO., LTD. (P.C.).—Capital 10,000*l.* Objects: To carry on the business of manufacturing chemists, manufacturers of soap, etc. R.O., Clensel Works, Henrietta Street, Glasgow.

ESTORA, LTD. (P.C.).—Capital 6,000*l.* Objects: To take over the business of a manufacturing chemist and dealer in medical preparations carried on by J. Weber at 132 Charing Cross Road, London, W.C., as the Estora Co.

GRAYS SODA CO., LTD. (P.C.).—Capital 5,500*l.* Objects: To carry on business as manufacturers of and dealers in soda, dyes, chemical and medicinal substances and preparations, etc. R.O., 4 Broad Street Place, London, E.C.

JOHN ELTON & CO. LTD. (P.C.).—Capital 2,000*l.* Objects: To carry on business as importers and exporters of and dealers in brushes, surgical instruments and appliances, drugs, chemicals, medicines, bottles, etc. R.O., 9 Mincing Lane, London, E.C.

BRITISH SURGICAL AND DRUG CO., LTD. (P.C.).—Capital 2,000*l.* Objects: To enter into an agreement with J. A. Vassall, and to carry on the business of manufacturers of and dealers in surgical instruments and appliances, drugs and druggists' sundries, perfumes, etc. Solicitor: M. H. Pope, 25 Great James Street, London, W.C.

A.F.A. CHEMICAL CO., LTD. (P.C.).—Capital 1,000*l.* Objects: To carry on business as perfumery chemists, manufacturing chemists, druggists, manufacturers of and dealers in proprietary articles, essential oils, dyeware, pigments and photographic goods, etc. Solicitors: Francis & Johnson, 19 Great Winchester Street, London, E.C.

WOOD & CO. (BLACKBURN), LTD. (P.C.).—Capital 6,000*l.* Objects: To carry on the business, among others, of mill-furnishers, chemists, druggists, drysalters, oil and colour men, etc. The subscribers (each with one share) are: E. Wood, The Gable, Feniscliffe, Blackburn, mill-furnisher; R. C. Wood, 109 Montague Street, Blackburn, mill-furnisher; F. Wood, Elmfield, Feniscliffe, Blackburn, mill-furnisher. R.O., Bank Top, Blackburn.

ROTARY PHOTOGRAPHIC CO. (1917), LTD. (P.C.).—Capital 25,000*l.* Objects: To enter into an agreement with Wiggins, Teape & Co., Ltd., to acquire any assets of the Rotary Photographic Co., Ltd., and to carry on the business of photographic printers, publishers, showcard and almanac manufacturers, manufacturers of advertising specialities, general printers, manufacturers of and dealers in photographic plates, films, cameras, and apparatus and baryta-coated papers, etc. R.O., Cobham Mill Road, West Drayton.

CLEAVE & CO., LTD.—Stewart Cole, of Sardinia House, Kingsway, London, W.C., ceased to act as receiver or manager on December 20, 1917.

W. J. BUSH & CO., LTD., have declared an interim dividend of 5 per cent. per annum (6*d.* per share), less income-tax, on ordinary shares for half-year.

SIDEBOTTOMS (CHEMISTS), LTD.—Pursuant to Section 188 of the Companies (Consolidation) Act, 1908, a meeting of the creditors of the above-named company will be held at 374 Blackburn Road, Accrington, on January 5 at 3 P.M.

NEW TRANSVAAL CHEMICAL CO., LTD., have declared final dividends for the year ended June 30, 1917, of 3 per cent. (less income-tax) on the Cumulative First Preference shares and of 4 per cent. (less tax) on the Cumulative (A) Preference shares.

LEVER BROS., LTD.—A further important acquisition of associated interests by Lever Brothers, of Port Sunlight, is announced, the company having acquired the old-established oil-crushing mill of Earles & King, Ltd., of Liverpool. The latter undertaking is one of the oldest in the country, in its particular line of business and its various cattle-cakes have a national reputation.

JOINT-STOCK COMPANIES.—Notice has been given in the "London Gazette" that the names of the undermentioned companies have been struck off the register and the companies dissolved: Crown Mineral Water Works, Ltd.; Dodd's Drug Stores, Ltd.; London Oxide Co., Ltd.; Marshall's Drug Stores, Ltd.; Medical Publishing Co., Ltd.; Tyler's Drug Stores, Ltd.; Cymric Drug Co., Ltd.; Dartford Chemical Works, Ltd.; Minerals, Ltd.; Paragon Photo Materials (Wm. Ziegler), Ltd.; Pinex Co., Ltd.; Seamless Rubber Co., Ltd.; Volatile Solvents Recovery Co., Ltd.

Trade Report.

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling and the like. Qualities of chemicals, drugs, oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities. As a result of the War wholesale houses have had to contend with many fresh difficulties, some of which have involved greatly increased expenses. Shortage of labour with higher wages (equal to almost double pre-war rates) has a direct effect upon values of goods, as also have railway carriage, freights, cartage, and other charges. The foregoing and other incidental outlays prevent retail buyers purchasing at the market prices quoted here.

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42 Cannon Street, E.C. 4, January 3, 3 p.m.

BUSINESS has now been resumed on the chemical and Drug markets, and the year has opened uneventfully. The difficulty of obtaining freight is affecting a number of important products, and this fact is beginning to be appreciated, and may lead to higher prices among those chemicals which are already scarce. Consumers would, therefore, do well to review their stocks with a view to replenishment. Naturally, there are a number of odd parcels of chemicals offering below current market values, and this is the period when a few bargains may be picked up. Changes in values are numerous: they include an advance of 4*d.* per proof gal. in rectified spirit, and all spirituous preparations, ethers, tinctures, etc., follow the advance. Industrial and mineralised spirit has also been advanced 10*d.* and 1*s.* per gal. respectively, and this affects a number of preparations. Chloroform is 1*s.* 2*d.* dearer. Liquor ammonia hydrosulph. and ammon. oxalate are dearer. The export of potassium and ammonium bromide is restricted from the U.S.A., and these meet with more inquiry; soda, on the other hand, is easy. Milk-sugar has been in good demand, and is dearer. Coumarin, aubépine, euonymin, lithia salts, hydroquinone, and amyl salicylate have all advanced. Pyrogallic, and gallic acids and formaldehyde are firmer. Atropine, homatropine, chrysarobin, resorcin, and saccharin are cheaper. Citric acid is also easier. Quicksilver is strong; and quinine, when offered by makers, will be dearer. Phenacetin and aspirin are easy. Among drugs, quillaia is firm, and juniper-berries are easier. Anise, dill, canary, and cumin seeds are slow. Glucose is extremely scarce. B.P. almond oil is 1*d.* dearer, and clove oil is easier; eucalyptus is likely to go dearer; turpentine is higher.

Higher	Firmer	Easier	Lower
Almond oil	Formaldehyde	Chrysarobin	Atropine
Ammonia liquor	Gallic acid	Citric acid	Calcium carbide
Ammon. oxalate	Pyrogallic acid	Clove oil	Homatropine
Amyl salicylate		Juniper-berries	Resorcin
Chloroform			Saccharin
Coumarin			
Ethers (S.V.M.)			
Hydroquinone			
Lithia salts			
Milk-sugar			
Euonymin			
Spirit, rectified mineralised and industrial			
Spirit. preparations			
Turpentine			

The first drug auction of the year will be held on January 17.

Cablegram.

NEW YORK, January 3.—Business is fair. Cartagena ipecacuanha has advanced to $3.10, belladonna-root to $4.50, balsam tolu to 90c. (5c. advance), benzoate of soda to $3.35, and benzoic acid to $3.45 per lb. Balsam peru is lower at $3.85 per lb.

ACETANILIDE is improving slightly, and 4s. 6d. net appears to be the lowest price at which it can be bought.

ALCOHOL.—Rectified spirit has been advanced by 4d. per proof gallon, which compels makers of rectified tinctures to advance prices fully 1d. per lb. The increase in industrial spirit also means a corresponding advance in alcoholic preparations, resins, etc.

ALMOND OIL.—B.P. sweet has been advanced 1d. per lb. to 3s. to 3s. 1d., as to quantity. Peach- or apricot-kernel oil is scarce and unchanged at from 1s. 9d. to 1s. 10d.

AMIDOPYRIN.—Supplies are coming in slowly, but sufficient to meet the local demand.

AMMONIA (LIQUID).—Hydrosulph. has been advanced to 7d. per lb. and *fortiss* to 9d.

AMMONIA OXALATE.—Pure recryst. has been advanced to 4s. per lb.

AMMONIA SULPHATE.—The new official price of 16l. 7s. 6d. per ton delivered came into operation on January 1. This is for home trade only, and rules from January to May. Export price is nominal at 25l.

AMYL SALICYLATE is dearer at 15s. 6d. per lb. net on the spot.

ANISEED is slow of sale, but holders are firm at 80s. per cwt. for Russian on the spot.

ASPIRIN.—Competition is increasing in intensity, and with the falling off in export orders it would be difficult to obtain 13s. 6d. per lb. This is the more extraordinary as acetic anhydride and salicylic acid maintain their values.

ATROPINE is rather lower, the pure crystals offering at 135s. per oz. net and the sulphate at 120s.

AUBEPINE is dearer at 75s. per lb. for liquid.

BARBITONE can be had at 135s. per lb. net.

BENZOATES.—The position continues to improve in the U.S.A. in consequence of the difficulty in obtaining toluol; on the spot the price of benzoic acid is 16s. to 16s. 6d. and soda benzoate 15s. 6d. to 16s. per lb.

BERMAGOT OIL.—Frequent and rather important fluctuations of prices have taken place in the market (says a Sicilian report of December 20) during the last months of the campaign, in sympathy with any increase or decrease which occurred in the demand. In general the tendency has been firm throughout, and at the present time sellers of new crop are very reserved.

BROMIDES have met with more inquiry (particularly potash and ammon.), because buyers have heard of the restrictions on the exports of these two salts from U.S.A., and a shortage is feared here. Sodium, we understand, can be freely shipped from the U.S.A., there being no restrictions. Potash crystals are 6s. 9d. to 7s., ammonium 5s., and sodium 3s.; these prices may be shaded for second-hand parcels, more especially sodium.

CALCIUM CARBIDE.—It is officially announced that the wholesale price is reduced to 35l. per ton as from January 1. This price, however, is subject to alteration at any time as may be directed by the Minister of Munitions.

CANARY-SEED is steady at 128s. to 130s. per cwt. for ordinary to good Morocco.

CHIRETTA.—There have been several inquiries, but the drug is not now so plentiful on spot; probable value is 1s. 2d. to 1s. 3d.

CHLOROFORM.—Pure B.P. has advanced 1s. 2d. per lb., makers quoting from 4s. 2d. to 4s. 4d. per lb., as to quantity, for ordinary made from acetone.

CHRYSAROBIN.—Makers have slightly reduced their prices, quoting 19s. per lb. net

CINCHONA.—The auction to be held at Amsterdam on January 24 will consist of 254 cases (218 bales and 36 cases) Java pharmaceutical bark, the total weight being 13,665 kilos., and the quinine-content 403 kilos. The first-hand stock at Amsterdam on December 19 consisted of 89 packages Government bark and 1,588 packages private bark, making a total of 1,677 packages, including the first-hand packages to be offered on January 24. The small stocks are the result of the difficulties put in the way of shipping from Java, no bark having arrived at Amsterdam for a considerable period.

CITRIC ACID is slightly easier at from 3s. 1d. to 3s. 2d. per lb.

CLOVE OIL has a slightly easier tendency in view of the weaker feeling in the spice, English distillers quoting 16s. 6d. per lb.

COCAINE.—Stocks of coca-leaves are dwindling in Holland, and offers of cocaine hydrochlor. are very slow in coming forward, but further supplies will be available for this month's delivery.

COD-LIVER OIL.—The Norwegian market continues to remain without a quotation. In London finest medicinal Norwegian oil of 1917 crop is offered at from 395s. to 400s. per barrel.

COPPER SULPHATE.—There is little chance at present of a revival in export business through merchants, as we understand that in accordance with a circular lately issued by the Board of Trade authorities the placing of all orders for sulphate for France will henceforth go through the Commission Internationale de Ravitaillement with makers direct, which is a procedure similar to that which has been in vogue for some time past in certain other products imported by France. This has aroused a good deal of irritation among merchants, and it is probable that the latter will in the case of sulphate lodge a protest with the authorities. The f.o.b. export price at 67l. 10s. is thus entirely nominal pending further developments. Business in the home trade is restricted by the fact that makers have already booked as many orders as they care to carry out for this and next month. The fixed prices for agricultural purposes remains at from 48l. to 52l. per ton net delivered at works.

CORIANDER-SEED is unchanged at 82s. 6d. per cwt. for Morocco and 60s. for East Indian.

COUMARIN.—The demand is sustained, and as supplies keep small higher prices are being paid, business having been done at 140s. to 160s. per lb.

CUMIN-SEED is quiet, but steady at 67s. 6d. per cwt. for sifted Morocco.

DILL-SEED sells slowly at 60s. per cwt., less discount.

FENNEL-SEED is quoted 60s. per cwt. for good East Indian.

FENUGREEK-SEED is unchanged at 46s. per cwt. for Morocco and 45s. for East Indian.

ETHERS.—It is anticipated that the prices will be advanced 4d. per lb. for those prepared from industrial alcohol, but on Wednesday the new rates were not definitely fixed.

EUCALYPTUS OIL is firm, and is likely to go dearer, as shipments which were due to leave Australia in October have been postponed until January. Good B.P. oil (70 per cent.) is worth 3s. to 3s. 1d.

EUONYMIN.—English makers' prices are higher at 16s. per lb. net for green and brown.

FORMALDEHYDE.—Small sales have been made at 155s. per cwt.; this price can be shaded by those carrying cheap stocks.

GALLIC ACID.—A substantial rise in the price of galls having taken place, makers have raised the value to at least 5s. 6d. per lb.

GERANIUM OIL.—Bourbon is worth from 22s. to 23s. per lb. on the spot and African 25s.

GLUCOSE.—No liquid or solid appears to be available, and for any odd parcel offering probably 70s. per cwt. would be paid for liquid American. English makers appear to be sold out for the next three months.

HELIOTROPIN.—Sales have been made at 32s. on the spot.

HENBANE.—Egyptian testing .05 is offered at 2s. 9d. per lb.

HEXAMINE has been selling at from 5s. 3d. to 5s. 6d. Stocks have been reduced as the result of the non-arrival of anticipated shipments.

HOMATROPINE.—English make is rather cheaper at 16s. net for 15 gr. of crystals and at 12s. 6d. for hydrobromide.

HYDROQUINONE is unchanged at 11s. 6d. per lb.

JUNIPER-BERRIES.—A prohibition having been placed on the importation of spirituous liquors into Canada and the United States there is now a restricted demand, and spot prices of Italian are easier at from 30s. to 32s. per cwt.

LEMON OIL.—The general position throughout the latter period of the last campaign (says a Sicilian report dated December 20) was quiet, and prices in Italian currency remained almost unaltered, despite the very reduced exportation. Although stocks of the last production have all along been quite important, the lack of demand did not influence prices, for the reason that these were already so low as to barely cover cost of production. During the last month or so, however, the market position became very difficult, and assumed a strong aspect. The only reason for this change was to be found in the hope that prevailed locally among producers and holders of Government intervention on behalf of citrus fruit culture and its allied industries. Some thought the industry would be monopolised, others that it would be placed under a syndicate depending on the Camera Agrumaria, and that the Government would prohibit the pressing of further oil in order to enhance the value of existing stocks. These beliefs made holders of oil very reserved, and for some time business was practically impossible. Government intervention has actually taken place, but does not for the time being include lemon oil. The nominal firmness of the market has in consequence given way, and it is now quite possible to sell both prompt and new crop. For the above-mentioned reason no important decline in prices can be expected, despite existing stocks and reduced exportation. New crop guaranteed genuine for shipment in January is quoted at 3s. 6d. per lb. c. and f. terms on a certain

freight basis, which works out at 6½*d.* per lb., or 58*s.* 6*d.* per case; in other directions 4*s.* c.i.f. is quoted.

LITHIA SALTS.—Although the demand has been much smaller than might have been anticipated, prices are dearer, lithia carbonate being now quoted at 7*s.* 3*d.* to 7*s.* 6*d.* and lithia citrate at 6*s.* 8*d.* to 6*s.* 10*d.* per lb.

MILK-SUGAR.—In view of the scarcity, several holders of American and Dutch on spot are asking an advance, sales in small lots having been made at 285*s.* It is felt that the market is rising too rapidly, and in certain quarters advantage is being taken of the temporary scarcity to squeeze buyers.

ORANGE OIL.—A Sicilian advice, dated December 20, reports that orange oil was not affected in the least by the crisis in the lemon (fruit) market, because the exportation of fresh oranges was very brisk last year, and will be again this year, owing to the intervention of the Italian, French, and British Governments. Therefore prices for fresh fruits were, and continue to be, quite remunerative, and the market for orange oil has, in sympathy, continued, and remains firm. New crop, guaranteed genuine, is offered at 9*s.* 7*d.* per lb. c. and f.

ORRIS.—Fair arrivals have taken place from Italy, but they are mostly going into consumption, and prices are unchanged.

PARALDEHYDE is offered at from 14*s.* 6*d.* to 15*s.* per lb. on the spot.

PEPPERMINT OIL.—It is difficult to obtain shipments from U.S.A., and there is a fair quantity in New York held up for London; finest brands of American oil in tins are worth 17*s.* to 17*s.* 6*d.* per lb. net.

PHENACETIN.—In spite of the low prices quoted from the U.S.A. for some time past, little has been sent forward, and it is difficult to explain why values were reduced so much. Business is meanwhile confined to spot parcels, with Swiss make obtainable at 35*s.*

PHENAZONE is still obtainable at about 55*s.*

POTASH IODIDE.—The exports from Japan during September amounted to 13,325 kin, valued at 78,678 yen. During the nine months ended September 30 the exports were:

	1915	1916	1917
Kin	104,022	130,977	112,370
Yen	783,149	960,598	680,044

The exports of *crude iodine* during September were 4,959 kin, valued at 28,575 yen, and for the nine months ended September they were:

	1915	1916	1917
Kin	2,694	906	25,595
Yen	17,570	5,432	177,229

POTASH SULPHOGUAIACOLATE can be had at 97*s.* 6*d.* per lb. on the spot.

PYROGALLIC ACID, in view of the advance in galls, is commanding firmer prices, crystals being worth 16*s.* 6*d.* and resublimed 18*s.* per lb.

QUICKSILVER is strong, the orders directly connected with war work being placed at about 20*l.* 10*s.* to 21*l.* per bottle, but it is understood that small lots have been again selling at as high as 25*l.* per bottle during the end of the past month. The two extreme figures paid in the past year were 18*l.* 10*s.* early in January and 25*l.* for small lots on various occasions during the second half of the year. The price in America has been much firmer, having recently risen to over $110 in New York on decreased stocks, although the market at San Francisco has not advanced to the same extent.

QUILLAIA is firm at 51*l.* per ton ex store Liverpool.

QUININE.—Makers have nothing to sell at present, but it is expected that supplies will be available in limited quantities before long at an advanced price, which in all probability will not be less than 3*s.*, and with the war-risk insurance to buyers' account. Second-hands quote 3*s.* 3*d.* to 3*s.* 4*d.* per oz.

RESORCIN is cheaper, offering at 50*s.* net on the spot.

SACCHARIN for immediate delivery ex stock is offered at 320*s.* to 350*s.* per lb. for 550 strength, according to seller; for delivery in the middle of January 300*s.* is quoted, and more distant positions at proportionately lower prices, including March, April, May, and June, at 260*s.* per lb. net, duty paid, ex warehouse London, subject to safe arrival. Prices are extremely high, and, owing to the developments taking place in the U.S.A., caution is advised against buying heavily forward.

SALICYLATES.—The trading in salicylic acid appears to be well maintained at about 6*s.* per lb. for English in kegs, and English sodium salicylate is 7*s.* to 7*s.* 3*d.* per lb.

SALOL.—There is only a limited quantity available at from 9*s.* 6*d.* to 10*s.* per lb.

SHELLAC is quiet, but steady at 360*s.* per cwt. on the spot for usual standard quality TN Orange, and AC Garnet 325*s.*

SPICES.—The public auctions will be resumed on Wednesday, January 9. Zanzibar *Cloves* have been dull, with spot sellers at 1*s.* 8*d.* for fair, and to arrive November-December shipment at 1*s.* 6*d.* c.i.f. *Pepper* quiet, the spot value of fair *black* Singapore being 1*s.* 2¼*d.*, Tellicherry 1*s.* 3¾*d.*, and Alleppy 1*s.* 3¼*d.*; sellers of white Muntok quote 1*s.* 8*d.* and Singapore at 1*s.* 8*d.*

SPIRIT (METHYLATED).—Industrial spirit has been advanced by 10*d.* per gal. and mineralised spirit by 1*s.* per gal. *Industrial spirit*—100 gals. and upwards is now 7*s.* 10*d.* for 61 o.p. and 7*s.* 11*d.* for 64 o.p.; 30 gals. and under 100, 7*s.* 11*d.* for 61 o.p. and 8*s.* for 64 o.p.; 10 gals. and under 30, 8*s.* 1*d.* for 61 o.p. and 8*s.* 2*d.* for 64 o.p. *Mineralised spirit*—100 gals. and upwards, 8*s.* 8*d.* 61 o.p., 8*s.* 9*d.* 64 o.p.; 30 gals. and under 100, 8*s.* 9*d.* 61 o.p., 8*s.* 10*d.* 64 o.p.; 10 gals. and under 30, 8*s.* 11*d.* 61 o.p., 9*s.* 64 o.p.

TURPENTINE is dearer, American closing on Wednesday at 126*s.* per cwt.

VANILLIN is firm at 62*s.* 6*d.* per lb., prices being unaffected by the drop in cloves.

ZINC CHLORIDE.—Prices have fluctuated somewhat lately, but an active demand is again reported for the home trade, prices ranging from 130*s.* per cwt. upwards for powdered, delivered at makers' works. Makers are well booked ahead, and not inclined to take further orders forward.

Arrivals of Chemicals, Drugs, etc.

THE following arrivals have taken place at the Ports of London and Liverpool:

To London
(December 15 to 27).

Acetic acid, 120 cbys. 54 brls.
Aconite-root, 10 bgs.
Aloes, 100 cs.
Ammon. benz., 1 ck.
Antimony regulus, 23 tons; ref., 85 tons
Arsenic, 55 cwt.
Aspirin, 40 cs.
Bay-leaves, 11 bgs.
Bromides: potash, 9 cs.
Caffeine, 7 cs.
Calamus-root, 25 bgs.
Calumba, 116 bgs.
Camphor, 325 cs.
Carbon black, 100 cs.
Carmine, 2 cs.
Casein, 6,803*l.*
Chemical products, unrated, 13 crts. 4 cs. 100 cylinders, 1 ck.
Chlorophyll, 1 cs.
Coumarin, 1 cs.
Dagga, 4 bgs.
Dental goods, 1,615*l.*
Drugs, unrated, 56*l.*; sundries, 52*l.*; medicinal herbs, 7 cks.
Dyestuffs, etc., unrated, 269 pkgs.; mimosa ext., 2,164 bgs.; myrabolans, 5,149 pkgs. 2,379 bgs. 17,625 pockets; sumach, 9 cks.; tanners' bark, 75 tons
Galls, 360*l.*
Gelatin, 448*l.*
Gums (cwt.): acacia, 154; ghatti, 191; olibanum, 180; tragacanth, 104
Heliotropin, 6 cs.
Henbane, 16 bls.
Hydroquinone, 3 cs.
Juniper - berries, 536 bgs.
Lactic acid, 10 cs.
Lanoline, crude, 194*l.*
Lime - tree flowers, 18 bls.
Lithopone, 240 cks.
Menthol, 20 cs. and 410*l.*
Musk, artificial, 1,600*l.*
Myrrh, 84 cwt.
Nuts and kernels: arachis, 360 cwt.
Oils, essential, 10 crts. 16 drms. 276 cs. 4 pots; synthetic, 1 cs. 3 pt. cs.
Oils, fixed: arachis, 3,200 cs.; coconut, 412 cks. 432 pkgs. 91pps.22 pns.12 hds. cod-liver, 4 brls.; fish, 1,000 cs.; palm, unrefined, 12 hds. 22 pns. 106 pps. 38 cks.; rape, 2,900 cs.; shark,2,500 cs. soya, 50 cs.; sperm, 198 drms.
Opium, 32 cs.
Orris, 42 bgs.
Paraldehyde, 2 cs.
Perfumery, unrated, 2,474*l.*; perf. water, 136*l.*
Phenacetin, 1 cs.
Phenalgin, 10 crts.
Phenazone, 10 kgs.
Phenolphthalein, 1 cs.
Potash,pruss.red, 3 kgs.
Potash sulphoguaiac., 1 cs.
Pyramidon, 10 kgs.
Pyrogallic acid, 9 kgs.
Quinidine sulph., 2 cs.
Quinine ethylcarb., 1 cs.
Resin, 2,500 brls.
Saltpetre, 2,000 cwt.
Seeds: castor, 18,975 bgs.; coriander, 1,943 bgs. 378 bls.; cotton, 3,904 tons; dill, 784 bgs.; lin, 32,028 bgs.; rape, 9,551 bgs.; sunflower, 526 bgs.
Senega, 10 bls.
Soap, toilet, 537*l.*
Soda hyposulph., 10 tons
Soda prussiate, 100 cwt.
Soda salicylate, 60 cwt.
Sponge, 377 bls.
Starches (cwt.), 100: maize, 1,000; potato flour, 1,000
Talc, 200*l.*
Tallow, 2,739 cwt.
Tartar, brown, 36 cks.
Terpin hydrate, 45 pkgs.
Theobromine, 14 cs.
Thorium and cerium nit., 256*l.*
Valerian-root, 12 bgs.
Vanillin, 5 cs.
Wax, not described, 90 bgs. 9 pkgs.
Wax, paraffin, 5,202 cwt.
Zinc oxide, 1,425 brls.
Cancelled entries: Oct. 2, 8,800 cwt. gum acacia; Nov. 20, 56 cs. milk sugar; Nov. 23, 125 cwt. olibanum.

To Liverpool
(December 17 to 28).

Argol, 305 bgs.
Celluloid, 3,570*l.*
Cream of tartar, 75 brls. 18 cks.
Dental goods, 2,829*l.*
Drugs, unrated, 1,446 pkgs. 22 cs. 1,212 bxs. 56 bg.
Dyestuffs, tanning materials, etc., 1 brl. 22 cs.; dyewood, 138 tons; gambier, 1,764 cs.; logwood, 70 tons; logwood ext., 794 cks.; myrabolans, 11,018 pockets 2,000 bgs.; quebracho ext., 23,854 bgs.; quercitron ext., 15,760 bgs.; red dyewood, 1 ton; sumach, 4,455 bgs.; tanning ext., 709 cks. 400 bgs.
Glycerin, crude, 20 drms.
Isinglass, 19 brls. 9 pkgs.
Kola, 35 bgs.
Liquorice-juice, 30 cs.
Liquorice-powder, 83 cs.
Magnesite, 5 tons 15 cwt.
Nuts and kernels: arachis, 15,612 bgs. and 580 tons; copra, 67 bgs.; palm-kernels, 81,578 bgs. and 852 tons
Oils, essential, unrated, 94 cs. 31 drms. 11 brls. 1 pkg.
Oils, fixed: castor, 12 brls.; coconut, 24 pps.; copaiza, 239 brls.; palm, 4,558 cks.; ucuhuba fats, 1,667 bgs.
Perfumery, 6 cs.
Petroleum jelly, 135 brls.
Potash bichrom., 6 brls.
Potash carb., 5 brls.
Pumice stone, 27 tons
Resin, 89 cks. 5 brls.
Saltpetre, 3,000 bgs.
Seeds (bags): cotton, 2,107 bags 1,938 tons; dill, 2,170; lin, 13,966; sunflower, 194
Soda chlorate, 1,499 drms.
Soda nitrate, 43,231 bgs.
Starches, 1,565 sks. 3,225 bgs.; farina, 1,290 bgs.
Tallow, 814 cks. 200 cs.
Wax, bees', 46 bgs.
Wax, carnauba, 71 bgs.
Wax, paraffin, 265 cks. 1,000 brls.
Wax, vegetable, 17 cks.

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Correspondence

Letters for this section should be written on one side of the paper only. The writer may adopt an assumed name for purposes of publication, but he must in all cases furnish his real name and address to the Editor.

Profits on Proprietaries.

SIR,—It has now been proved beyond doubt that the proprietary medicines on the P.A.T.A. list yield 7½ per cent. net profit, while twenty-five of the best non-protected give only 11½ per cent. gross and little or nothing net. Tabloid drugs which are sold by stores at B. W. & Co.'s list prices yield 25 per cent. gross and 12½ per cent. net, give much more trouble, and are the best illustration of the folly of selling single bottles worth from 6*d.* to 1*s.* 6*d.* at wholesale prices. Thus the sale of 100 cascaras yields 1¾*d.* and 100 doses of Easton's Syrup 3*d.* net profit. Yet there are some who say these proprietaries bring custom, but none how much they take away. Foods are groceries and should be sold at grocers' current prices. I now revert to the opposition. It should be noted that the only alarm comes from proprietors or defenders of the Proprietary Articles Trade Association. At first I was puzzled to account for the fury of the defence of interests not then apparent or intentionally molested by me. Mr. Crewdson said my views "would be disastrous to the P.A.T.A. and cause cutting and competition from the grocers, etc." In my opinion this is an imaginary danger which could easily be averted, and, like other bald assertions, needs some explanation or proof before it can be accepted. It is evident that the Proprietors' or Wholesale Section would have to grant some concessions, and that is where the shoe pinches. From information received from many quarters it would appear that the Retail Section holds a small share and gets little consideration, while the Wholesale Section of the P.A.T.A. dominates the situation, controls the prices, and has the power to grant face-values or more reasonable discounts if disposed to use it. If the Retail Section in co-operation with the Wholesale is what it is represented to be, "for the mutual benefit of proprietors and retailers," they could as easily fix one fair price as another. It may be said that cutters would not take the extra profit; then the P.A.T.A. could cut off their supply of goods or dock them of their super-discount. The P.A.T.A. is either powerful or powerless: according as it uses or abuses its privileges it can be useful or useless. Every chemist appreciates Mr. Glyn-Jones's services in securing uniform prices, but to be satisfactory they must be also remunerative. Proprietors know that the P.A.T.A. is a valuable asset to them, and about the only inducement they can offer to the chemist to exhibit and stock their goods. No new patent would stand a chance without it, therefore they can well afford to be generous, especially when they realise what an amount of work must be done for so little a return.—Yours faithfully,

J. J. JACKSON
(Chave & Jackson, Ltd.).

Hereford.

SIR,—Referring to your report of the meeting of the Merthyr Borough Pharmacists' Association, held on December 19 (*C. & D.*, December 29, p. 45), various letters were discussed which have appeared recently in THE CHEMIST AND DRUGGIST, and particular interest was taken in the letter written by Mr. Harrison, of Reading, which dealt with the matter from the makers' view-point in a clear and candid manner. At the close of a brisk and earnest discussion, in which the increased cost of living, enhanced taxation, and heavier responsibilities were considered, it was resolved that the Association should, in conjunction with other like-minded Associations, engage the services of an eminent actuary for the purpose of making a careful analysis of the actual profits earned on 250 or more of the best-known proprietary preparations sold by pharmacists, so that the case for equitable profits might be correctly presented to the makers, who, it was thought, would give the question businesslike consideration, and as a consequence agree to their preparations being sold at face-value, and offer same to retailers upon terms which would ensure 33⅓ per cent. on purchase, 25 per cent. on sale, and thus stimulate cordiality, satisfaction, interest, and co-operation. Yours truly,

EVAN J. HARRIES,
Hon. Sec. Merthyr Pharmacists' Association.

December 31, 1917.

SIR,—"MacJ." is correct—I am not a retailer, but a manufacturer and a proprietor. I reckoned out that if an agitation was going to be engineered for the chemists to get a bigger profit on proprietaries, a distinction should be made as to the amount of the margin (gross profit) depending on the nature of the proprietary article. As it is generally agreed that a 20-per-cent. profit on foods is a sufficient margin, the main point I was after is admitted. But surely "MacJ.," in stating that "foods should be sold at 20 per cent. on cost," means 20 per cent. on sale price. When a retailer thinks of the cost of doing business he thinks on the lines of his sales, not the cost of his purchases. If an article does not give the trader a just profit the cure lies in the hands of the traders. Let each local Association hold a meeting, each member vote on the question, if carried pass a resolution to that effect; then let all local Secretaries meet at one place, embody these resolutions into a composite one, and send it to every offending manufacturer. But do not let it be a hot-air affair. Let the resolution not only contain the ultimatum but the individual will of every trader to put its sentiments into force. This resolution would be signed by each local Secretary, and underneath would be shown the number of members belonging to each local Association. The opportunity could be taken to get a vote of the chemists on Mr. Saunders' suggestion that patent medicines should be sold at face-value. So important a part do I think these two questions play in the welfare of the chemists that my firm would be only too happy to provide a hall in London where the local chemists could meet to hold this meeting, and they would lend all the assistance they could to find the local Secretaries quarters while they were in London. I should like to close this letter right here, but "MacJ." picks me up because in the *C. & D.*, December 22, I maintained that competition of value and competition of price would prevent any advertised article being sold for any length of time "at double their commercial value." He refers to certain specialities, and states if I put alongside one of them a similar article at half the price, the public would reject it nine times out of ten. Of course they would, because the public, when they buy the advertised article, purchase the service, merit, or value of the article made known to them by the advertising. The advertising, by raising a desire to possess this service which is contained within the article, develops a ready acceptance of the goods. If I put on the market a similar article I certainly would use the same selling force, "advertising," to let the public know I had done so, and if I sold it at a more reasonable price then the law of competition of value and price would take care of the result. Incidentally, "MacJ.'s" statement provides an illuminating example of the power of advertising as opposed to the individual sales ability, and how the chemist misses an opportunity of fulfilling his true function to stand guard between his buying-public and the advertiser, and thus build up his goodwill and connection. Yours faithfully,

ANDREW CREWDSON
(Alec Nathan, of "Glaxo").

SIR,—"Inquisitive" wants my figures. I shall be delighted to let him see the whole of my books, takings, etc., if he will return the compliment, but I can dispense with that by telling "Inquisitive" that I do not saddle the sale of each proprietary with the seven-minute average he mentions; that is why I can do it at 5 per cent. On the other hand, if I charged up the average time spent on each customer when I sold a proprietary, then in fairness I should have to add on to the profit of the proprietary the average profit made in my pharmacy. If "Inquisitive" will just think this over for a minute or two, he will see why the handling of proprietary articles necessitates a very small establishment-charge. During this controversy I have been called a philanthropist, a brainy shopman, and a force in the commercial world. Some of your readers think I am out for less profit, but, like Oliver Twist, I want more. Mr. Jackson started the discussion by saying that selling patents does not pay. I say it does. But I agree the profit might be greater. Most of my friends know that for the last five years I have been fighting to get better profits for pharmacists; in fact, that is the sole reason I am standing for the Council of the Proprietary Articles Trade Association. If I am elected to that body I intend to fight tooth and nail for Mr. Saunders' principle of patents protected at face-value. I do not pretend to be a philanthropist. I am out to get all I can, not only for myself, but for my brother pharmacists. Yours truly,

Tottenham, N. HUGO WOLFF.

SIR,—I have followed this discussion with great interest, and I agree with the views of "Jay Mack." I will go even further, and say that the cutting of patents is played

out as a business-getter. I have been in business for myself for a comparatively short time only, but long enough to agree with "Jay Mack" that window-shows pay, and pay well, as business-getters. It also pays to keep a good stock of all proprietaries, so as to be in a position to offer a good service to the public and obtain the contingent business. It is, I believe, well known that managers of multiple shops do not now as a rule cut to the extreme allowed by their head offices. They have their stocks to consider, and odd halfpence count in large turnovers. The pharmacist who gives his goods away, or next door to it, has only himself to blame for subsequent worries, financial or otherwise. My firm conviction is that the public want what they ask for, but do not so much study the pence differences in price. For most things it is practicable to charge face-value now, even with the old cut lines like Beecham's. In these conditions it does not pay a pharmacist to keep substitutes for Harrison's pomade, Scott's emulsion, and so on, and many pharmacists run good and paying businesses on these lines. I find my patent-medicine account is increasing, in spite of cutters not far away. If patent-medicine proprietors and the Associations could meet now and fix definite face-values with fair profit all round—say, 33⅓ per cent. for retailer, or at least a minimum of 30 per cent.—I believe the result would absolutely put new life into pharmacy—both multiple and private shops—and would ensure proprietary-medicine owners that the public were being better served than ever before. There might be exceptions in the case of infants' or invalids' foods. One must be reasonable as regards expense to families under this head. Moreover, the contingent sundries business as regards infant-feeding and invalid-feeding is usually large enough to warrant every consideration from a business point of view.

Yours faithfully,

MERRI MAC. (221/49.)

SIR,—It seems to me that in this discussion most of your correspondents are starting their calculations at the wrong end of things. "MacJ." is getting well on the mark with his comprehensive set of figures, which certainly agree with similar businesses which I know. In my own business the expenses (not counting interest on capital) have been 23 per cent. and 22½ per cent. for the last two years respectively, so that a gross profit of 20 per cent. is a loss. It must be taken into consideration, however, what proportion of a business is patents, as the larger the proportion of patents sold the smaller the gross and net profit. For instance, if the patents are 25 per cent. of the turnover, and yield 20 per cent. gross profit, the patents yield 5 per cent. of the total gross profit. Supposing the remaining 75 per cent. of the turnover yields 40 per cent. gross profit, that is equivalent to 30 per cent. of the total gross profit, which would be 35 per cent. The expenses are 23 per cent., therefore the net profit 12 per cent. If the patents were 50 per cent. of the turnover, the gross profit works out at 30 per cent. and the net at 7 per cent. Business expenses vary very much in different localities. Some businesses which were recently offered on the market paid as much as 10 per cent. of their turnover in rent. Other businesses may pay only a quarter of that. "MacJ." gives us the average time spent on (not the time taken to serve) each customer. Has anyone worked out the cost of time? Panel chemists are supposed to work on a basis of 2*s.* an hour, so that at the same rate it costs 5*d.* to 6*d.* to serve each customer. With cheap labour the rate will be less, of course, but even if the staff are all girls at 1*l.* per week it does not seem to me that the remuneration is high enough. The wages bill is an ever-increasing expense. Boys who before the war were glad to come for 5*s.* a week now shake their heads at 15*s.* a week. My conclusion is if face-values become the minimum, and one cannot charge more for booking, that the minimum rate of gross profit on P.A.T.A. articles is 33⅓ per cent. Booking costs about 10 per cent. in itself, with extra labour and cost of stationery and postages. Have chemists thought of that?

Yours faithfully,

NEMO. (225/55.)

Concerning Income-tax.

SIR,—For years we got off very lightly in the matter of income-tax. Small traders were not looked upon as worth much to the Treasury, but it is different in 1918. Working men are paying through my post-office 10*l.* to 15*l.* a year, and only a few years back I once got off for as many shillings. I never understood why, but I let sleeping dogs lie in that case. Books like mine and others' help us to get proper deductions, and they only take a few minutes per week. The Inland Revenue don't care whose books you use. You are not bound to show your books; nobody ever does. Pay rather than quarrel. The Inland Revenue wants money. They seem to know at once when a man keeps books by the businesslike form of his income-tax account and by the simplicity and clearness of his replies to queries. Keep a record of what you send in each year: they keep it. Also note on the record what they assess you at yearly. We render special services to the public as private traders: we do the work of three or four men—clerk, dispenser, porter, manager—which no other men have to do, who get the same exemption of 120*l.* But they treat us fairly, and they recognise the awful difficulty that a rigid stocktaking would impose on us. Failing books, you must accept their ruling.—Yours truly,

JAY MACK.

The Syphon-water Trade.

SIR,—One hears a good deal from time to time about the difficulties connected with the selling of syphons of aërated waters, and it is a fact beyond dispute that a large percentage of pharmacists are ceasing to stock syphons. And yet the public must needs buy its syphons somewhere. Assuredly there is nothing anti-pharmaceutical in the business; for one thing, a syphon of soda-water is often a true "invalid's requisite" and, as such, ought to be supplied by the pharmacist, and by him alone, were it possible. The suggestions which follow are designed to offer a solution of the difficulties surrounding the syphon-trade. The difficulties to be overcome in making the syphon-trade pay are, in the main:

(*a*) The difficulty connected with the deposit.
(*b*) The cost—in money and time—of railway carriage.
(*c*) The competition which so often reduces syphon-profits to a shadow

There is probably only one plan which meets all difficulties, and that is for each local Association to manufacture its own aërated waters. Leaving for a moment the question as to how this may best be done in actual practice, the advantages which would accrue from such a scheme are as follows:

1. There should be no difficulty whatever in inducing every pharmacist in any given area to "come in"—that is to say, to sell the Association-manufactured waters to the exclusion of all others; nor should there be any difficulty in roping in any "multiple" shops in the area. In this way, very properly, a "ring" would be formed and profits of the highest respectability guaranteed all round.

2. The aërated-water manufacturing Association would be able to sell to local vendors other than pharmacists, if such a step were deemed advisable. It might, however, be deemed advisable to keep the Association waters in the hands of pharmacists.

3. The waters should bear a distinctive appellation. Thus the labels might bear such wording as the following:

SNOWDON SUMMIT SODA WATER,
the special purity of which is guaranteed by the
OLDMINSTER PHARMACISTS' ASSOCIATION.
N.B.—None other so suitable for invalids. Best, therefore, for every purpose.
Manufactured by, etc.

4. Advertising in the local Press would become an inconsiderable item, since the cost would be divided among all the members. A large and constant demand would thus be created locally.

5. The thorny subject of deposits I have left till now, but the reader has probably already realised that the difficulties in charging a deposit are much less when 75 per cent. at least of local pharmacists are roped together. The point to remember in this connection is that a small deposit serves adequately. If the suggestions here made were adopted in several districts, comparative statistics could be framed showing exactly the utility of the deposit. My contention, however, is that a small deposit—9*d.* or 1*s.*—has little action in checking sales, while leading to the return of syphons in all but a very small percentage of cases.

6. All carriage charges are saved. It might be well if a rule were made that all vendors should fetch their supply from the works.

7. Competition is reduced to its smallest proportions. Indeed, there is no reason why there should be any competition at all. To this end, three things are necessary—waters of first quality; bright and attractive get-up of syphons and labels; ample and judicious advertising.

Enough has been said to indicate the possibilities of the plan advocated. I should like to have the views of chemists on this matter so far as I have developed it.

Faithfully yours,

VIGIL. (196/6.)

Legal Queries.

J. H. (210/45).—We do not think the Registrar of Trade-marks would accept the word you mention for registration. The application costs 10*s.*, and would settle any doubt on the point.

S. W. V. (213/29).—We gave our views regarding the effect of the Venereal Disease Act upon the sale of santal-oil capsules in the *C. & D.*, December 1, p. 44. As you are aware, it is the Pharmaceutical Society that has—we hold, quite unwarrantably—thrown the trade into confusion on this point.

Raspberry (195/12).—The sale of second-hand books referring to venereal diseases might bring the seller within Section I. of the Venereal Disease Act as giving advice on the treatment of the diseases. The fact that the seller of the books keeps a drug-store should, we think, make it easier to prove the offence in the case of a prosecution.

W. N. (181/46).—The use of the words "prevention and treatment of pyorrhœa" and "invaluable for pyorrhœa" upon the labels of the mouth-wash render the preparations liable to stamp-duty. The article on the Medicine Stamp Act in *The Chemist and Druggist Diary*, 1917, will show you what are the grounds for charging duty on such a preparation.

J. W. M. B. (179/73).—SIGNING FOR LAUDANUM.—When laudanum is sold *per se* it is a poison within Part I. of the Poison Schedule, but if it is sold mixed with oil of anise and oil of peppermint it becomes a preparation, and generally contains less than 0.75 per cent. of morphine. As we do not know the quantity of the oils you sell with the laudanum, we cannot state the matter more definitely.

Fagin (184/13).—If a chemist's assistant commits an offence under the Venereal Disease Act, 1917, who is responsible, the assistant or his employer? [The assistant is responsible in any case; but the employer is responsible only if he expressly ordered or permitted his assistant to commit the offence or knowingly participated in the benefit of the assistant's offence, or otherwise identified himself with it.]

Beaeon (218/14) asks us whether the use of the words "blue ointment," "troopers' ointment," or "mild mercurial ointment" on ointments implies any particular standard, such as that of the British Pharmacopœia. He asks this because lard is now practically unobtainable and he desires to employ a mineral-fat base instead of lard, but with B.P. strength of mercury. [Both "blue ointment" and "troopers' ointment" are legitimate terms to apply to an ointment prepared in the manner indicated. We think, however, that the description "mild mercurial ointment" would be objectionable for several reasons. In the first place, the ointment is, in regard to its mercury-content, of B.P. strength, and the term "mercurial ointment" is so near to the B.P. ointment that the description "mild mercurial ointment" would indicate that it was a diluted B.P. preparation, whereas it is of full B.P. strength as regards its active ingredient. Even if it were prepared with less mercury than the B.P. requires, we do not think there would be any difficulty in setting up a standard of ointment for many years by which "mild mercurial ointment" would be taken to mean the B.P. preparation except in so far as its mercury-strength was concerned. The point is a debatable one. There is, of course, no obection to selling your mixture as "mercury ointment" or "mercurial ointment" so long as disclosure is made that it is prepared of the same strength as the B.P. preparation, but with a different basis.]

E. M. C. (221/16) asks whether as a chemist he is liable to excess-profits duty, or whether he comes under exception (*c*) (*C. & D. Diary*, 1918, p. 73). He also wants to know whether, if the net profits of a chemist's business show an excess of 200*l.* over the pre-war standard, but the increase is due to a saving in expenses on advertisement and establishment-charges, the excess is chargeable with the duty; and he asks what the 200*l.* in the Act is calculated upon—whether upon the three years previous to the war, or only the year 1913-14. [A chemist having a shop or other place of business is not exempt from excess-profits duty on profits made in his business. The exemption (*c*) is intended to apply to such a case as that of a consulting physician or member of the Bar in large practice whose income is attributable wholly or almost wholly to his skill or reputation. The excess-profits duty is chargeable on profits calculated on the same principles as income is for income-tax purposes, and it does not matter whether this is due to an increase in gross returns or to a decrease in the sum spent in earning the returns. The pre-war standard of profits is based on the average of any two of the three last pre-war trade years, and the taxpayer may select which of the three he pleases. The last pre-war trade year means the last business year before August 5, 1914. If there was only one pre-war trade year, as in the case of a new firm, the profits from the trade or business for that year are to be taken as the pre-war standard.]

Miscellaneous Inquiries.

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

F. S. (222/29).—The process of re-charging dry-cells for pocket flash-lamps was given in detail in the *C. & D.*, January 13, 1917, p. 51.

Midnight (209/2).—SOLID SUBSTITUTE FOR BURNING-SPIRIT. It was stated in the *C. & D.* some years ago that urotropine forms an excellent smokeless fuel in place of methylated spirit. It is, however, a question whether the price is not against the use of urotropine for this purpose.

W. H. B. (213/30).—The impregnation of bath-crystals with perfume, colouring-matter, or a medicament is managed by spraying the crystals with the solution, preferably in spirit, of the perfume, colour, or medicament.

G. F. S. (213/60).—PURITY OF ASPIRIN.—The difficulty in regard to the purity of aspirin is that the official tests for acetylsalicylic acid are so loosely worded as to throw doubt upon the tests. It was pointed out by Mr. E. J. Parry (*C. & D.*, June 3, 1916, p. 43) that the true melting-point of aspirin is nearer 136°-137° than any other figure, and that the impurities (salicylic acid, acetylsalicyl-salicylic acid) are difficult to eliminate unless certain processes are employed. Aspirin in the dry state keeps without decomposition, but it rapidly alters in contact with water.

H. J. M. (186/16).—TANNING LEATHER.—Hides are converted into leather by soaking them in solutions containing tannin such as oak, divi-divi, quebracho, valonia, galls, sumach, chromium salts, or synthetic tanning-materials. Before that, however, the raw skins have to undergo various processes such as that for removing hair, and after tanning the leather has to be dressed with grease. There are a number of text-books dealing with tanning, and the various methods are well epitomised in the article on leather in Thorpe's "Dictionary of Applied Chemistry."

L. & Co. (212/60).—PREPARATIONS FOR SOFTENING THE WATER OF THE BATH are mainly borax, or sodium carbonate (needle crystals are mostly employed), or mixtures of these two salts with the addition of perfume.

Cadex (236/91).—THE MANUFACTURE OF POTATO-STARCH was explained in the *C. & D.*, August 25, 1917, p. 51. The following is another description of the method used on a large scale:

The potatoes are first washed to free them from earth and stones; after this they are rasped to a pulp, which is washed with water over wire sieves to separate the starch granules from the fibre. The starch-water is allowed to stand in order that the starch may settle, and the supernatant water is run off. To wash the starch the sludge is stirred with water and again allowed to settle. The water is again run off and the rest centrifuged. The centrifuged cake is dried at about 30° C. till the water-content is reduced to about 17 per cent. The mass is then powdered.

Fagin (184/13).—The address of the National Union of Shop Assistants is Dilke House, Malet Street, London, W.C.

L. M. (192/12).—FACE-LOTION.—A solution of alum or tannic acid would form an astringent application for the face. The chemical substances you mention are perfume-materials.

Retrospect of Fifty Years Ago.

Reprinted from "The Chemist and Druggist," Jan. 15, 1868.

Manufacturing and Scientific Chemists of Glasgow.

An important and interesting meeting of the manufacturing and scientific chemists of Glasgow and its neighbourhood was held at the Victoria Hotel, West George Street, on the 12th of December. The company consisted of about fifty gentlemen, who dined together, Mr. E. C. C. Stanford, a well-known member of our Society, and Director of the British Seaweed Company, presiding. Most of the leading chemical works of Glasgow were represented, as well as the less numerous class of professional chemists, including Professor Anderson, of the University. The immediate object of the meeting was to promote a more intimate acquaintance among all classes of scientific chemists in the neighbourhood, and to extend the cultivation of chemical science by the formation of a Chemical Society. We understand that the meeting may be considered the first step to the formation of a Chemical Society of Glasgow.

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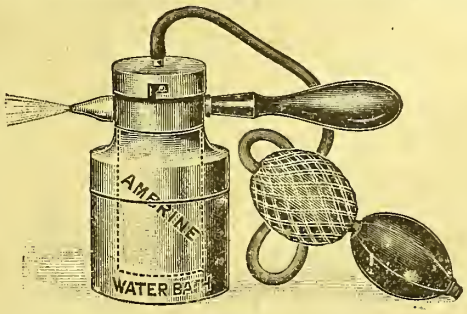

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Price **5/-** per bottle.

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POWERFUL URINARY ANTISEPTIC.

Cystitis, Prostatitis, Catarrh of the Bladder, Renal Tuberculosis, etc., etc.

Price **5/-** and **11/-** per box.

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SCIENTIFIC SUPPOSITORIES

For Hæmorrhoids, Rectitis, Anal Fistula, etc. Anti-hæmorrhagic, Sedative, De-congesting.

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POWERFUL URIC ACID SOLVENT.

Rheumatism, Gout, Arterio-sclerosis, Stones, Gravel, Sciatica, Neuralgia and all Uric Acid disorders.

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New Scientific Preparation for Chronic Skin Affections, Psoriasis, Eczema, Acne, etc.

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SINUBÉRASE

SCIENTIFIC PREPARATION OF LACTIC FERMENTS.

Indicated in Intestinal Disorders, Dysentry, Diarrhœa, Dyspepsia, Enteritis, Typhoid, Skin Eruptions, etc., etc.

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Metrorrhagia, Dysmenorrhœa and Lactation, Pains, etc. etc.

Price **5/-** and **11/-** per bottle.

GYRALDOSE.

Antiseptic for local Gynæcological use.

Price **4/-** per box (powder)
" **5/-** " (tablets)

FILUDINE

SPECIFIC FOR THE LIVER.

Malaria, Diabetes, Cirrhosis, Sluggish Liver, Tuberculosis, etc.

Price **11/-** per bottle.

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BRITISH AND COLONIAL AGENTS—

Pharmacists & Foreign Chemists, 164 Piccadilly, LONDON, W. 1.

Telegrams: "URODONAL LONDON." Telephone: Regent 192.

AUSTRALIAN AGENT: Mr. BASIL KING, Malcolm Buildings, Sydney, N.S.W.

INDIA (SUB-AGENTS): G. ATHERTON & CO., 8 Clive Street, Calcutta.

Stocked by all Wholesalers. ***Now being largely advertised.***

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London Representative of I. L. GOLDBERG, Petrograd, Wilna, Moscow, Odessa.

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Inquiries solicited also for

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Wormseed (Semen Contra)
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Dr. Stedman's Teething Powders.

Nominal Value.			Per Doz.
1/1½ pkt. now contains	12	powders	8/-
2/9 " " "	36	"	21/-
4/6 " " "	72	"	38/-
11/- boxes, trade size	240	"	132/-

Discount 5 per cent. on £10 orders for cash.

A cheap article is an attractive one to the public, bringing custom and profit. Here is one!

125 New North Road - London, N.

FREDK. FINK & CO.,
10 & 11 MINCING LANE, LONDON, E.C.
SPECIALITIES.—Gums Arabic and Tragacanth as Imported or finely powdered.

PRECIPITATED CHALK.
Lightest and Whitest, also Purest Dense.
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AUG. LEVERMORE & CO. Ltd., 8-10 Gt. St. Helens, LONDON, E.C.
Telegrams: "LEVERMORE LONDON." Telephone: 4613 Central.

SHADEINE
FOR COLOURING GREY HAIR
This popular article is largely advertised and stocked by all Wholesale Houses.
TRIAL BOTTLES 7d. size supplied on pretty showcards.
5/- doz.; 1/2 size, 11/- doz.; 3/6 size, 33/- doz.
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CHEMISTS' STAMPS, SEALS AND STENCILS A SPECIALITY.
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Full Illustrated Lists Free. Special Terms to Chemists.

Wrinkles Absolutely Removed
BY
Denova
IN DAINTY DOULTON POTS.
TRADE MARK
P.A.T.A. 3/9.
Wholesale terms on application.
From your Wholesaler or
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PATENTS, TRADE MARKS AND DESIGNS.
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Sole Agents for United Kingdom for
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CACHETS "WEPS" All sizes, 3/6 per 1000, plain or embossed. Write for Samples.
Clinical Thermometers. Medicinal Capsules. Fine Chemicals.

CACHETS "FINOT"
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With Inscriptions in any desired tint; also Plain or Embossed.
"Beautifully made and the inscriptions give them a distinction all their own."—*C. & D.*
"Perfection of Cachets."—*Lancet.*
These Cachets are especially adapted for Headache, Neuralgia and other powders.
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In 17 Sizes, to fit the various types of Cachet Machines.

Telephone: 759 GRIMSBY.
W. GARTHWAITE,
Mechanic to the DENTAL Profession,
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PRICE LIST ON APPLICATION.

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(Proprietor: A. Brezet de Beaufort, French Origin)
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FINE & HEAVY CHEMICALS.
Paris—Lyons—Montpellier. Laboratory: Hayes, Middlesex.
INQUIRIES INVITED.

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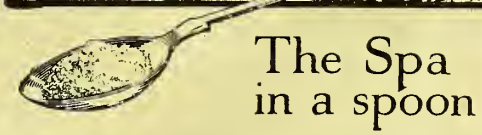
—LONDON AND NEW YORK— MAKERS OF
"K-Y" LUBRICATING JELLY
IN COLLAPSIBLE TUBES AND OF
"Van Horn" Sterile Sutures and Ligatures
IN GLASS TUBES — PRICES ON APPLICATION
31-33 HIGH HOLBORN, W.C.

T.M. FROZEN T.M.
BRILLANTINE
5/- Per Doz.
9d. Per Tin
Unlike any other; the kind a man recommends to his friend. NOTE THE PROFIT!
CHRISTY'S, Old Swan Lane, LONDON, E.C.



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Nature's Remedy for RHEUMATISM,

Gout, Sciatica, and all troubles caused by the excess of Uric Acid in the system. This unique saline has proved highly beneficial to thousands of sufferers and already is being asked for in response to the extensive advertising in the leading weeklies throughout the United Kingdom. A Chemist in the North of England writes: "Please send on 3 doz. early as there seems to be a demand." THREE SALTS

Yields 50% Profit to all Chemists.

P.A.T.A. Retails at 9½d. 2 for 1/6. Packed in attractive carton in purple and orange. Showcards and Advertising Matter sent free. Send your order NOW!

TRADE TERMS:

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SAVE COAL

FUEL is a prime necessity of industry and commerce, and the scientific utilization of our coal supplies—which are being drained at an alarming rate in proportion to those of our rivals—is a subject which calls for serious consideration by all concerned in the management of an industrial or a commercial undertaking or of a home.

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For further Information or Specific Advice please apply to

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W 109

CEILINGS THAT WILL NOT CRACK.

IN nine houses out of ten there is a ceiling marred by unsightly cracks. Sooner or later it will fall, and no one knows what damage or injury will result. First and foremost among the advantages offered by "CALNO" is that it never cracks. The "CALNO" ceiling therefore preserves its smooth unbroken surface indefinitely, and is never a source of danger. But what is "CALNO"?

"CALNO" is a Fire-Resisting Building Board **made in Britain** from specially prepared fibre, rolled into sheets of various sizes.

As to fixing, nothing could be easier—the sheets are taken as they arrive and nailed to joists or studdings—for "CALNO" is used also for walls—and a panelling strip fixed over the joins, and the whole is at once ready for decoration.

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Calno Regd

Fire-resisting Building Board.

(Tested by British Fire Prevention Committee and Institute of Hygiene.)

Made in Britain at the

THAMES MILLS

PURFLEET - - ESSEX.

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Telegrams: "Boards Purfleet."

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Packing Case

SPECIALLY DESIGNED FOR YOUR GOODS.

That is what you get if you adopt the **FIBERITE** Method of Packing.

But this, with all its advantages, is not the only argument in favour of the **FIBERITE** Case.

Packing Costs are reduced.

Storage space is saved—ten or more flat cases can be put in the space one made-up case occupies.

Freight is saved because **FIBERITE** Cases are light as well as strong.

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Pilferage is rendered difficult.

Its appearance, too, will recommend your goods.

N.B.—FIBERITE CASES MEET THE NEW RAILWAY REGULATIONS.

WATERPROOF
REGISTERED
FIBERITE
TRADE MARK
PACKING CASE
MADE BY
THAMES PAPER CO. LIMITED.
PURFLEET ENGLAND
ECONOMICAL
CONVENIENT

"Fiberite" Cases are offered as a substitute for WOODEN Boxes.

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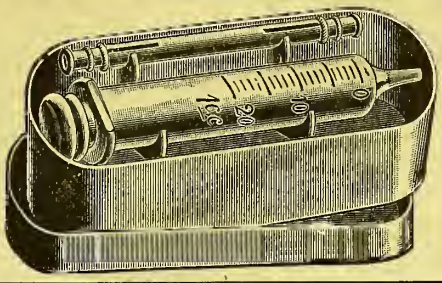
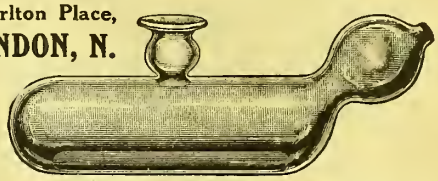
N.B.—*Owing to difficulties in manufacturing, we shall be unable to accept orders unless the material is required for work of NATIONAL IMPORTANCE.*

We are making Lamp-blown Glassware, such as Ampoules, Hypodermic Tubes, &c., in England. Let us have your inquiries. You will find our prices competitive and our deliveries smart. Besides we also have varied stocks of Glass Bottles. *Send us your inquiries and ask for our Stock List.*



JULES LANG & SON,
Charlton Works, Charlton Place,
ISLINGTON, LONDON, N.



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T. FERRY & SON, Ltd.
PARK LANE GLASS WORKS,
GATESHEAD-ON-TYNE.

Telegrams: "BOTTLES GATESHEAD." Telephone: 70 GATESHEAD.

RUBBER TEATS.
SPECIAL OFFER!

Quantities exceeding 1 gross sent post free.

Black Bottle Teats	... ...	@ 8/3 gross.
Transp. Bottle Teats	... ...	@ 10/9 ,,
Transp. Soother Teats	... ...	@ 3/9 ,,

Quality Guaranteed.

Remittance with order, or send references to
WEISS, BIHELLER & BROOKS, LTD.
70/71 Chiswell Street, London, E.C.1

ESTABLISHED 1847.
Allcock's PLASTERS
A REMEDY OF 60 YEARS' STANDING

Allcock's Plasters
Allcock's Corn and Bunion Plasters
Brandreth's Pills
The Three Reliables.

Prices and Terms on application to
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"Sold all round the World."

WE MAKE GLASS BOTTLES
ESTABLISHED 1880.
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All Kinds, Shapes and Colours, Plain, Screw-capped & Stoppered
FORSYTH & BATE
TRADING AS
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LARGE STOCKS AT OUR WAREHOUSES

Limes, Kalis, Flats (plain and panelled), Tablets, Pomades, Brilliantines, Colognes, Medicals, Poisons, Essences, &c. &c.

AIR CUSHIONS.

Fig. 1194.

BRITISH MAKE.

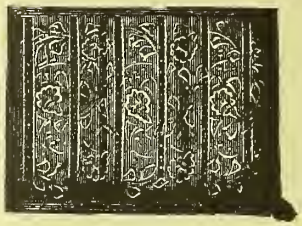


Fig. 1354.

Fig. 1194.—The "**EMPIRE,**" red India-rubber Air Cushion—

Diameter	14	15	16	17	18	19	20 in.
Each ...	**6 6**	**7 0**	**8 0**	**8 6**	**10 0**	**11 6**	**12 6**

Fig. 1354.—Air Cushiou, sateen covered, reeded ... ... Sizes 14×10 | 15×12 | 18×14 in.
Each **4 3** | **4 9** | **6 0**

Special Line.—Khaki-covered Pillow, 17×12 in., in khaki case, with clasp ... ...each **4 6**
,, ,, ,, ,, ,, super quality ... ... ,, **6 0**

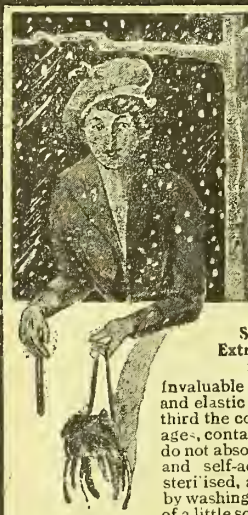
5% discount allowed for prompt cash off above prices.

We are the right House for BRITISH-MADE GOODS—Anti-Rheumatic Rings, Bandages, Belts, Catheters, Clinical Thermometers, Combs, Enemas, Elastic Hosiery, Hot Water Bottles, Trusses, Splints, Water and Air Beds, Water and Air Cushions, Waterproof Sheeting, and every description of Rubber and Vulcanite Goods.

ILLUSTRATED PRICE LIST POST FREE. OUR GOODS ARE RIGHT. MONEY BACK IF NOT SATISFIED.

BURGE, WARREN & RIDGLEY, LTD.,

91 & 92 GREAT SAFFRON HILL, LONDON, E.C. 1.



Winter warmth
Sufferers from varicose veins find relief in
NORVIC CREPE BANDAGE

Superior English Manufacture. Extremely elastic, but contains no rubber. Fast Woven Edges.

Invaluable for binding. Displaces rubber and elastic web. More durable and one-third the cost. The Norwich Crepe Bandages, containing wool, provide warmth and do not absorb grease readily. Self-clinging and self-adjusting. Perfectly cleansed, sterilised, and resiliency entirely restored by washing in hot soft water (with addition of a little soap). The edges will oot fray out nor ravel. Supplied only through the leading wholesale houses, neatly wrapped in labelled packages. Commended by the medical & nursing professions. Send for prices and samples to the sole manufacturers:

The NORWICH CRAPE CO. (1856) Ltd.
St. Augustine's Silk Mills, NORWICH, ENG.

Provincial Selling Agents: Freese & Moon Ltd., 59 Bermondsey Street, London, S.E. 1

London buyers can obtain samples and prices from Mr. T. Eastaway, London Representative, 7 Wool Exchange, E.C.2

Glass Bottles

Medical Flats plain and graduated, Panels, Special —The "Holbeck" Panel, Cough Mixtures usual lettered panel, Kay's Essence, Tobins, Ammonia Ovals, Embrocations, etc. etc.

Good stocks on hand. Write for prices.

TOM LAYCOCK & CO.

(TOM LAYCOCK, Proprietor),

Isles Lane, Holbeck, LEEDS.

When you think of Hot Water Bottles think of the "Ronoleke"

(The Bottle with the Patent Moulded Neck.)

This famous line has a Patent Moulded Neck that is guaranteed UNLEAKABLE, and so builds up a permanent and profitable circle of customers. The profits are liberal as these figures show:

These are the Profits:

Size	Wholesale	Retail
6 × 8	3/7	5/4
6 × 10	3/11	5/10
6 × 12	4/2	6/4
7 × 10	4/1	6/2
7 × 12	4/8	7/-
8 × 10	4/5	6/8
8 × 12	5/-	7/6
8 × 14	5/5	8/4
9 × 12	5/4	8/-
10 × 12	5/8	8/6
10 × 14	6/5	9/8
10 × 16	6/10	10/4
12 × 16	7/4	11/8

Sold on a one-price-to-all basis. Your profits are protected (on P.A.T.A. List). We will shortly advertise the "RONOLEKE" in the popular weeklies—so be ready to share in the profitable sales the demand will create. If any difficulty in getting supplies send us the address of your Wholesale house and we will supply you through them.

Teats:—We make a speciality of these. Your inquiry will receive prompt attention.

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PETROLEUM JELLIES

White, Yellow, Amber and Red.

For Pharmaceutical and General Purposes.

AMERICAN SPIRITS OF TURPENTINE,
OLIVE, CASTOR, COLZA OILS,
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Are the people you require to execute your orders promptly and in first-class style.

ENVELOPES & FOLDING BOXES A SPECIALITY.

We shall be pleased to quote for your requirements.

KO-TAL-KO

IS ASKED FOR EVERY DAY BY YOUR CUSTOMERS

Stock "KO-TAL-KO" because

You cannot offer or sell a more effective hair restorer and maintainer—one more natural in its principles and certain in its effects.

Your regular customers will want it from you, and if they do not obtain it at your store will be tempted to go elsewhere.

You will never have your stock of "KO-TAL-KO" tying up your capital uselessly—on the other hand, your repeat orders quickly follow.

My trade terms will suit you, for they allow you to make your proper and deser ved profit, and you are working on sound business all the time.

NOTE TRADE TERMS (P.A.T.A.)—

5/- Size ... ... **48/-** per dozen
12/6 ,, ... **112/6** ,,

J. HART BRITTAIN, Ltd.
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KO-TAL-KO

PHENOQUIN

(SOUTHALL)

Phenoquin (*Southall*) chemically is 2-phenyl-quinolin-4-carboxylic acid (or phenyl cinchoninic acid), and **claims to be the British representative of the pre-war German Atophan.**

In the elimination of uric acid from the system, Phenoquin is specific.

Administered in **acute gout,** the attack is soon cut short, especially if the treatment is commenced at the first onset of pain. In **chronic gout,** too, and other forms of **Arthritis, Phenoquin** has proved most efficacious, rapidly increasing the amount of uric acid excreted.

Phenoquin has also proved of value in **acute articular rheumatism** and **sciatica,** and other indications for its use will present themselves constantly.

The dosage indicated is from 5 to 15 tablets daily (each containing 0·25 gramme, corresponding to a daily dose of 20 to 60 grains, or approximately 1 to 4 grammes).

In bottles of 50 tablets **50/-** doz. In bottles of 100 tablets **96/-** doz.
In Bulk (min. 1000) **75/-** per mille.

SOUTHALL BROS. & BARCLAY Ltd., Birmingham

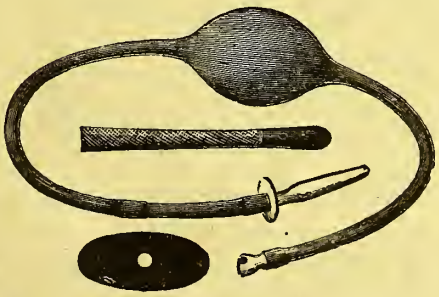
Best Value on the Market

ENGLISH ENEMAS

From Stock.

BOXED COMPLETE.

SOUTHALL BROS. & BARCLAY, LIMITED, Sundries' Department, BIRMINGHAM.



"PRIORY" Brand, Red or Black Polished, 26/3 per doz.

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"THREE LINKS" Brand, Black Polished, 36/3 per doz. To Account.

SPECIAL OFFER—

"Dalton" Brand, Red Sterilizable, 24/- per doz. net.

FIRST AID
OUTFITS.

Quick Sales will be experienced by the display of "Fastnet" handsomely-packed Outfits, costing:—

No. 2, 4/6

No. 3, 6/6

No. 4, 12/-

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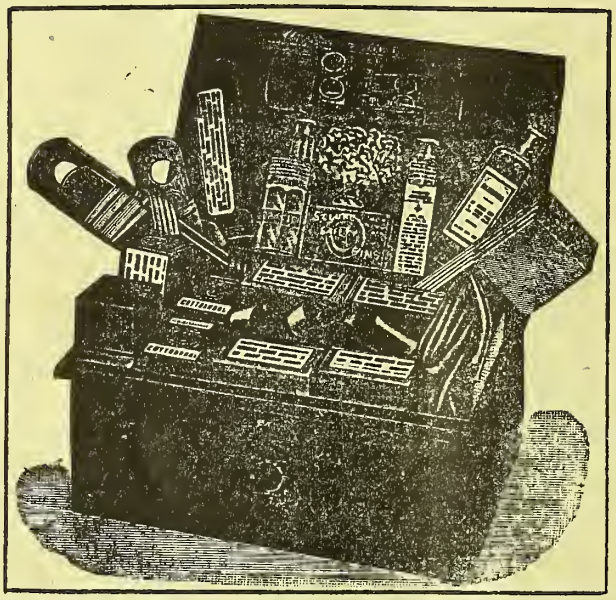

No. 5, 17/6

No. 6, 22/-

No. 7, 45/-

NETT.

JOHN TIMPSON & CO.,
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Telegrams:
"POROUS, LONDON."

METHYLATED SPIRIT
OILS AND CHEMICALS.

Buy from one of the Oldest Houses in the Trade.
Write for Prices. ESTABLISHED 1794.

SAMUEL THORNLEY, Ltd., BIRMINGHAM

EUCALYPTUS OIL
(RECTIFIED).

Eucalyptol Content	70/80 %
Optical Rotation	0 to 1
Specific Gravity	·919 to ·928

Absolutely Free from Phellandrene.

Quotations by cable. Wholesale Trade only.

BURNSIDE & COMPANY
Eucalyptus Oil Distillers,
VICTORIA, AUSTRALIA.

New Postal Address—
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BENZOIC ACID
AND DERIVATIVES.

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Benzoic Acid
Sodium Benzoate
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Liquid Paraffin B.P.
All Gravities

Petroleum Jelly.
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White and Half-White Oils.
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EVERY-DAY SELLING LINES.

We have large range POCKET LAMP CASES.

All sizes REFILLS 4 months' guarantee.

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As demand will exceed all supplies, now restricted by probibitions, we recommend ordering without delay.
Prices on Application.
"PIFCO" HOUSE

TORCHES 5" to 8½" in great variety.

Good range LADIES' POCKET LAMPS (Nickel & leather).

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LOVELY EYELASHES (A BRITISH SCIENTIFIC TRIUMPH)

P.A.T.A. Sells at 1/-, 1/9 and 3/6

grown and kept so by the application once daily of the colourless harmless eyelash food. Beneficial to the eyes

CURLASH CREAM

Extensively and continuously advertised.

Endorsed by Mrs. Martin Harvey, Miss Nancy Price, Miss D. Tree, Miss Elizabeth Risdon, and hundreds of other ladies of discrimination.

Testimonials received daily. Stocked by Butler & Crispe, Sangers, and other Wholesalers. Try a dozen 1/- size in your next wholesale order. We will supply you with dummies and framed showcard for small window display. **MAKES CONSTANT CUSTOMERS.**

THE D. BALDWIN MFG. CO., LTD., Wigmore St., London, W. 1.

DECOLTENE The liquid hair remover

Dinkie The Dainty Deodorant

The intelligent depilatory. Simple, safe and effective. Pleasant and harmless. Invaluable during the décolleté vogue. Daintily packed.

An attractive line that enjoys good sales. A greaseless Cream, that takes the odour out of perspiration. Daintily packed in opal jars.

Ask your wholesaler. **Both articles largely advertised.**

SATISFACTION GUARANTEED OR MONEY BACK.

TRADE TERMS.

DECOLTENE. Advertised and min. Retail price 3/9
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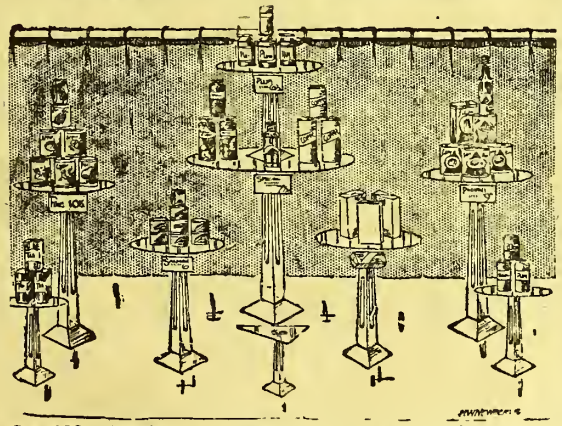

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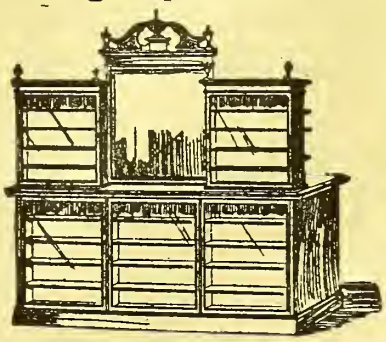

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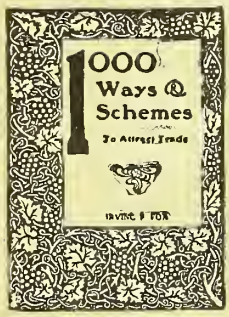

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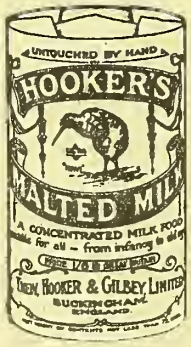

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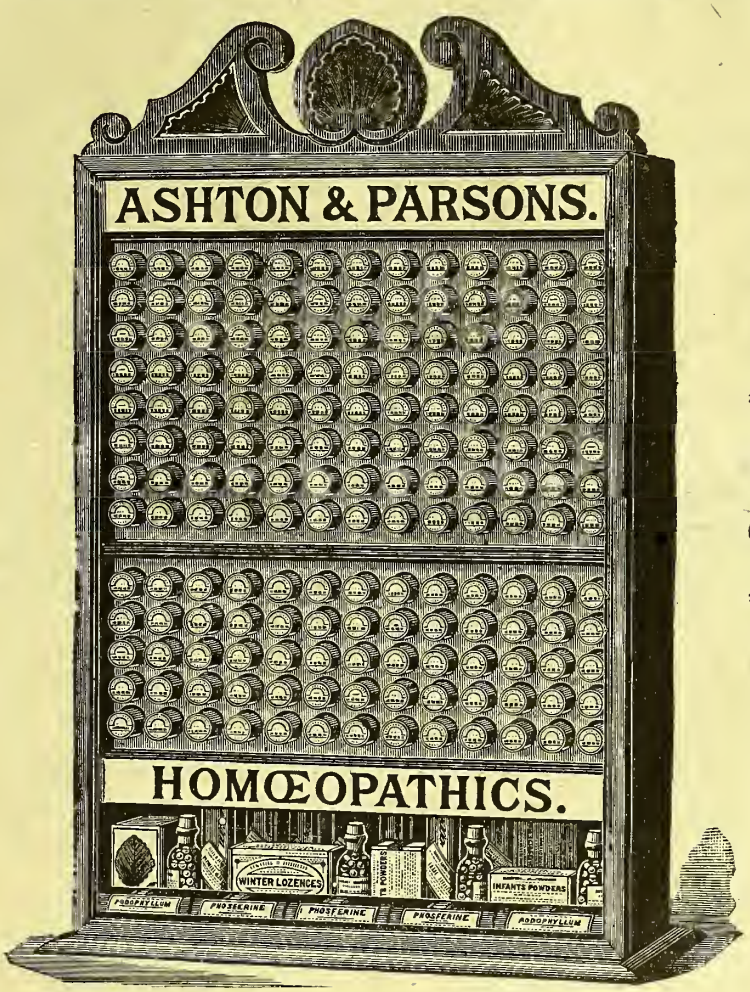

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